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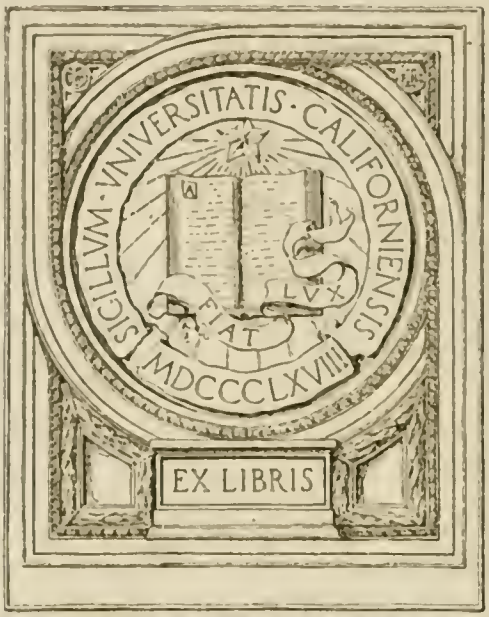

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Second Edition, Revised and Enlarged to 2100 Titles
by L. H. Morley and S. H. Powell

THE H. W. WILSON COMPANY
WHITE PLAINS, N. Y., AND NEW YORK CITY
1917

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Second Edition, June, 1917

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PREFACE

This catalog is the result of nearly nine years' search for printed matter relating to business. The difficulty of discovering and selecting the literature of business—using literature in its broadest sense to include all printed matter—and the constant calls for information about it, led us to record what we found for the use of that rapidly increasing number of people who are interested in business books and business libraries.

The size of this list is alone a convincing argument for the importance of its subject. It was compiled primarily to give the business men of Newark a comprehensive yet simple guide for office use to the books, directories, periodicals, etc., in the Business Branch of the Newark Free Public Library. It is published now that the libraries and business men of other cities may have ready access to the results of our efforts to exploit a field of print as yet little known. This book is not a complete list of business literature, nor even a complete catalog of all that is in the Business Branch, which includes several thousand books of a general character, with many encyclopedias and reference books.

The books in the Main Library on economics, science and technology are not duplicated at the Branch. The whole Main Library collection, which includes a fully equipped Technical Department, is made easily available to Business Branch borrowers by telephone and by three daily deliveries between the two. Some subjects have been included which have only an indirect relation to business. No attempt has been made to give more than a suggestion of what may be found on these related subjects.

Acknowledgment is hereby made of the very helpful cooperation of the Associated Advertising Clubs of the World in the publication of this catalog. This association is the first national business organization to recognize the value of public libraries to business. It has carried forward a campaign to interest public libraries in business literature and to interest advertising clubs in public libraries.

Singularly enough, business men have been the last to ask or to receive special consideration from tax-supported public libraries; coming after scholars, scientists, artists, children, teachers, club-women, manufacturers, artisans, foreigners, for whom most persons seem to think libraries were specially established. The public library is now concerning itself with business in all its aspects and in broadening its work has found a strong ally in the Associated Advertising Clubs of the World.

If this catalog seems to fill a need, a revision will be published later giving publishers, prices and annotations. If there is a call for them, supplements will be issued from time to time, which will be incorporated in the revision.

SARAH B. BALL

Business Branch, Free Public Library.
Newark, N. J., May 1, 1916

367300

PREFACE

To the Second and Revised and Enlarged Edition

The first edition of "1600 Business Books," 1000 copies, was exhausted in eight months after its publication in May, 1916.

This second revised edition was prepared by the Newark Library at the suggestion and with the assistance of the Library Committee of the Associated Advertising Clubs of the World, to be made a feature of their annual convention held at St. Louis, Missouri, June 3-7, 1917.

Unavoidable delays and difficulties have been met by both compilers and publisher. These must account for many minor inaccuracies and evidences of haste in preparation and publication.

The annotations which it was planned to include in this edition had to be abandoned. Plans are now under way to annotate the third edition, which it is expected will be issued next year.

Publishers and prices, which were most needed, have been added.

Titles recommended for first purchase are indicated by stars under the subjects of which they treat.

743 titles have been added, and 183 dropped; but the title "1600 Business Books" has been retained.

The revision was begun by Sarah B. Ball before she became librarian for the United States Rubber Company. Her unexpected departure necessarily delayed the work, which was carried on by Linda H. Morley, who succeeded Miss Ball as librarian of the Business Branch, and by Sophy H. Powell.

J. C. Dana

Public Library
Newark, N. J., May, 1917

EXPLANATIONS

How to Use This List

This is a guide to books, directories and periodicals relating to business, commerce and finance. Advertising, selling, accounting, credit, office management and methods, efficiency and the administrative side of business are fully represented.

It is more than a list of books; it is a complete catalog, with authors, titles and subjects, arranged in a single alphabet. Each book is entered under author, title, and as many subjects as may be needed to represent it fully.

Directories, periodicals and year-books are listed under their subjects and also under the headings, Directories—Foreign; Directories—Trade, professional and miscellaneous; Periodicals and Year-books, respectively. In most cases no author or title entries are made for these publications.

Publisher and price are given under the author except for publications listed under the headings Directories; Periodicals; Year-books. These three lists are, in effect, selective bibliographies and for convenience this full information is here given. Prices in the list of periodicals are for a year's subscription unless otherwise stated.

A list of publishers' names, with abbreviations used in the text, and their addresses, is given at the end of the book. The prices of a few books, most of them the publications of organizations and societies, secured by gift by the Newark Library, bought second hand or now out of print, it was impossible to verify from publishers' price lists, and are omitted. Publisher has been given in every case.

Prices for government documents are given only is special cases.

When the list price of foreign publications could not be found, the price, less library discount for imported books as noted on Newark library records, is given, followed by "imp.".

To find books on a given subject, look for that subject as in an encyclopedia; to find books by a given author, look for that author; to find a book with a given title, look for that title.

Books have been listed under catch titles in addition to the official titles. For example, "A B C Universal Commercial Electric Telegraphic Code" is also entered under "A B C Cable Code."

Under each subject are references to closely related subjects. For example: "Express service. See also Forwarders; Parcel Post; Postal service; Railroads—Rates; Shipment of goods; Transportation."

"Prices. See also Cost; Cost and standard of living; Economics; Gold; Panics; Wages."

"Advertising. See also Advertising cards; Advertising law; Bill posting trade; House organs; Mail order business; Novelties; Posters; Salesmanship; Window dressing."

Titles recommended for first purchase are preceded by a star (*), under subject only. The same titles are not starred in title or author entry. For example, in a list under Investments, 11 titles are starred. One of these titles may also be entered under another subject but it is not starred unless its value for that subject warrants it. That is, a man wishing to buy the most useful books on mail order business will find a guide in the two starred items entered under that subject.

Special lists have been included as follows:

"Jobbers, commission merchants, etc," lists all directories containing this information as well as export agents, manufacturers' agents, brokers, etc.

"Trade and commercial organizations" lists all the directories that include lists of organizations with officers, etc.

"Directories, Trade, professional," etc. lists nearly 200 directories and annual publications.

"Directories, Foreign" lists the more important directories of foreign countries.

"Trade marks and trade names" lists all the directories that index articles sold under a trade name.

"Periodicals" lists representative business periodicals.

"Year-books" lists many publications of a general character.

ABBREVIATIONS USED

Acad. Academy
Adv. Advertising
Alex. Alexander
Amer. America, American
Assoc. Association, Associated
Bur. Bureau
Bus. Business
Com. Commission
Cong. Congress
Cor. Correspondence
Cyc. Cyclopedia
Dept. Department
Doc. Document
Ea. Each
Illus. Illustrated, Illustrating
Imp. Imported
Incl. Included, Including
Inst. Institute
Int. International
Lib. Library
Mod. Modern
Nat. National
Pol. Political
Pub. Publisher, Publishing
Pubs. Publishers
Sch. School
Sen. Senate
Ser. Series
Sess. Session
Soc. Social
Subs. Subscription
Supt. Superintendent
Sys. System
Tel. Telephone

1600 BUSINESS BOOKS

A B C cable code. Thue, W. C. 5th ed 1915

A B C of banks and banking. Coffin, G. M. 1901

A B C of bookkeeping. Dicksee, L. R. 1908

A B C of foreign exchanges. Clare, G. 1895

A B C of life insurance. Willard, C. E. 1908

A B C of options and arbitrage. Nelson, S. A. 1904

A B C of salesmanship. Rust, T. D. 1914

A B C of stock speculation. Nelson, S. A. 1902

A B C of taxation. Fillebrown, C. B. 1909

A B C of Wall street. Nelson, S. A. 1900

A B C universal commercial electric telegraphic code. Thue, W. C. 5th ed 1915

Abbott, B. V.

Clerks' and conveyancers' assistant. 3d ed 1911 Baker, Voorhis $7.50

Abstract writing. See Indexes and indexing

Abstracts of titles. See Land titles

Academy of political science

American mercantile marine. 1915 $1.50

Banking and currency in the U. S. 1913 $2

Labor disputes and public service corporations. 1917 $1.50

Reform of the currency. 1911 $2

Accident and health insurance. Dunham, H. P. 1915

Accident insurance. See Insurance, Accident; Insurance, Casualty; Insurance, Employer's liability; Insurance—Industrial

Accident prevention and relief. Schwedtman, F. C. 1911

Accidents, Industrial. See Employers' liability; Fatigue; Insurance—Industrial; Safety first; Welfare work

Accountancy. See Accounting

Accountancy of investment. Sprague, C. E. 1914

Accountants

Amer. assoc. of public accountants. Yearbook

Woolf, A. H. Short history of accountants and accountancy, with a bibliography. 1912

Accountants' library

A series of fifty-one handbooks, each separate volume of which deals with a complete system of bookkeeping, together with set of pro forma accounts. Most of the volumes are published at a uniform price of 3s 6d, but a few of the large volumes are 5s 6d, 7s 6d, 10s. Gee

Fraud in accounts. v 30 1910

Tyler, E. A. Insurance companies accounts. v 36 1905

Accounting

Accounting and office methods. (In Bus. man's lib. v. 10)

Accounting and office methods. (In Lib. of bus. practice, v. 9)

Amer. assoc. of public accountants. Yearbook

Amer. school of correspondence. Cyclopedia of commerce, accountancy, business administration. 10v 1910

*Bennett, R. J. Corporation accounting. 1916 (Ronald accounting ser.)

*Bentley, H. C. Science of accounts. 1911

Broaker, F. American accountants' manual. 1897

*Cole, W. M. Accounts; their construction and interpretation. 1915

——. Bookkeeping, auditing and accounting. 1916

Day, C. M. Accounting practice. 1908

*Dickinson, A. L. Accounting practice and procedure. 1914

——. Accounting practice and procedure. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7)

*Dicksee, L. R. Advanced accounting. 4th ed 1911

——. Goodwill and its treatment in accounts. 3d ed 1906

Eddis, W. C. Manufacturers' accounts; a text-book for manufacturers, merchants, accountants and book-keepers. 3d ed 1904

Esquerré, P. J. Applied theory of accounts. 1914

Fraud in accounts. 2d ed 1910 (Accountants' lib. v. 30)

Accounting—*Continued*

*Garrison, E. E. Accounting every business man should know. 1909

*Greenhalgh, J. Accounting theory and practice, accounting principles and methods, illus. by modern forms and problems. 1910 (Alex. Hamilton inst. Mod. bus., v. 3)

Griffith, J. B. Theory of accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)

—— Voucher system of accounting. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)

Haskins, C. W. Business education and accountancy. 1904

*Hatfield, H. R. Modern accounting, its principles and problems. 1911

Heitmann, H. Course in the theory and practice of higher accounting. 1910

Hertt, J. M. Dividend law and some of its applications. 1909

Kester, R. B. Accounting theory and practice. 1917

—— Problems and practice data for students of accounting. 1917

Moyer, J. F. [illegible]

Oakes, P. D. Depreciation and wasting assets and their treatment in assessing annual profit and loss. 1912

*Lisle, G. Accounting in theory and practice. 1909

MacFarland, G. A. First year in bookkeeping and accounting. 1913

McIntosh, R. J. Reference book of accounts for manufacturing and mercantile companies. 1914

*Moore, J. H. Accounting and business practice. 1912

Moxey, E. P. Accounting systems appropriate to different kinds of business. 1911 (Alex. Hamilton inst. Mod. bus. v. 10. Same as Practical accounting methods)

*Nicholson, J. W. Accountancy. 1908

*Practical accounting methods appropriate to various kinds of business. 1913 (Same as Moxey, E. P. Accounting systems)

Racine, S. I. Accounting principles. 1913

*—— Guide to the study of accounting. 1914

*Rowe, H. M. Bookkeeping and accountancy. 1911

Soule, G. New science and practice of accounts. 9th ed. 1911

Sprague, C. E. Philosophy of accounts. 3d ed. 1910

Stephens, J. R. Principles of accounting. 1909

Stockwell, H. G. Net worth and the balance sheet. 1912

Sweetland, C. A. Science of loose leaf book-keeping and accounting. 1902

*Tipson, L. S. Theory of accounts. 2d ed. 1913

Waldman, J. R. Principles of accounting. 1913

—— Relations between secondary schools and universities with regard to the teaching of bookkeeping and accounting. 1916

See also Auditing; Bookkeeping; Card system in business; Good-will (in business); Valuation

Administration of estates

*Baugh, T. H. Theory and practice of estate accounting, for accountants, lawyers, executors, administrators and trustees. 1910

Executors' work. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

Griffith, J. B. Trustees' and executors' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5)

*Hardcastle, J. Acounts of executors and testamentary trustees. 1903

Madden, J. T. Fiduciary accounting. 1913

See also Administration of estates

Banks and banking

Amer. banker's assoc. Forms for national and state banks selected and arranged by a committee of the American banker's association from forms in use by the national and state banks of the U. S. 1913

Bank accounting. (In Practical accounting methods, same as Moxey, E. P. Accounting systems)

*Barrett, A. R. Modern banking methods and practical bank bookkeeping; illus. with 200 forms of bank books, records and blanks. 1907

Sweetland, C. A. Bank bookkeeping; methods in modern banks, including departmental organization and the duties of officers and clerks. 1910

—— Bank bookkeeping. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7)

Bibliography

*Accountancy lib. assoc. Catalogue of accountancy. 1910

Accounting—Bibliography—*Continued*

Amer. telephone and telegraph co. Catalogue, accounting library. 1914

See also Business—Bibliography

Brewing industry

Brewery accounting (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

Sweetland, C. A. Brewers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8)

*Thornton, F. W. Brewery accounts. 1913 (Ronald accounting ser.)

Brokers

*Day, J. E. Stock brokers' office organization, management and accounts. 1912

Sweetland, C. A. Stock brokers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc., v. 5)

*Todman, F. S. Brokerage accounts; a treatise on the business of brokerage, its accounting books and records. 1916

Building and loan associations

Accounting system of a building and loan association. (In Practical accounting methods; Same as Moxey, E. P. Accounting systems)

Charities

*Cole, W. M. Cost accounting for institutions. 1913 (Ronald accounting ser.)

Contractors

*Walker, F. R. Practical cost keeping for contractors. 1916

Wright, H. Contractors' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9)

Corporations

*Bennett, R. J. Corporation accounting. 1916

*Bentley, H. C. Corporate finance and accounting; corporate finances and securities; negotiable instruments; and the powers, etc. of the corporation treasurer; with forms. 1911

Dickinson, A. L. Profits of a corporation. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6)

Dudley, G. O. Corporation accounting, including exercises in special accounting problems of the large corporation. 1914

Griffith, J. B. Corporation accounts and voucher system. 1910

*Keister, D. A. Corporation accounting and auditing; a treatise on higher accounting. 11th ed 1906

Lyons, J. A. Modern corporation accounting. 1908

MacPherson, F. H. Corporation accounting and investigations. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6)

Marshall, C. C. Corporation and voucher accounting. 1902

Mulhall, J. F. J. Quasi-public corporation accounting and management. 1905

Dairy industry

Larson, C. W. Milk production cost accounting. 1916

Department stores

Accounting and system (In Dry goods economist. Store service and equipment section.)

Department store accounting. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

Sweetland, C. A. Department store accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10)

Electric lighting

*Edwards, H. M. Electric light accounts and their significance. 1914

Electric railroads

Amer. electric railway accountants assoc. Proceedings.

Colorado public utilities com. Uniform system of accounts for electric light and power utilities. 1915

Forse, W. H. Electric railway auditing and accounting. 1908

Interstate commerce com. Uniform system of accounts for electric railways. 1914

N. Y. state. Public service com. 1st district. Uniform system of accounts prescribed for street railroad corporations. 1908

See also Accounting—Street railroads

Engineering

*Gillette, H. P. Cost keeping and management engineering, for engineers, contractors and superintendents engaged in the management of engineering construction. 1909

Estates

See Accounting—Administration of estates

Accounting—*Continued*

Express companies

Interstate commerce commission. Accounting bulletins. Published intermittently

——. Interpretations of accounting classifications embodied in the uniform system of accounts for express companies prescribed by the Interstate commerce commission—effective Jan. 1, 1917

Factories

Arnold, H. L. Complete cost-keeper; original systems of shop cost-keeping or factory accounting, advantages of account keeping by means of cards instead of books and a description of mechanical aids to factory accounting. 1912

—— Factory manager and accountant 1903

*Bunnell, S. H. Cost-keeping for manufac- and factory management. 1908 (Works turing plants. 1911

*Carpenter, C. U. Profit making in shop management lib.)

*Church, A. H. Production factors in cost accounting and works management. 1910 (Works management lib.)

*——. Proper distribution of expense burden. 1908 (Works management lib.)

*Elbourne, E. T. Factory administration and accounts. 1914

*Franklin, B. A. Cost reports for executives as a means of plant control. 1913

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Griffith, J. B. Records of labor and manufacturing orders. (In Amer. sch. of cor. Cyc of commerce, etc. v. 2)

Hathaway, C. E. Factory accounts. 1910

McIntosh, R. J. Reference book of accounts for manufacturing and mercantile companies. 1914

*Moxey, E. P. Principles of factory cost keeping. 1913

*Nicholson, J. L. Nicholson on factory organization and costs. 1911

Unckless, L. How to find manufacturing costs and selling costs. 1909

*Webner, F. E. Factory costs; for cost accountants and factory managers. 1911

Woods, C. E. Industrial organization, systemization and accounting. 3v 1909

See also Accounting, Cost; Factory management

Furniture industry

Timken, F. H. Accounting in the furniture and woodworking industries. 1915

Gas companies

Amer. gas institute. Uniform system of accounts for gas companies. 1915

Gas accounting. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

History

*Woolf, A. H. Short history of accountants and accountancy, with a bibliography. 1912

Holding companies

Lybrand, W. M. Accounts of holding companies. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6)

Hospitals

*Cole, W. M. Cost accounting for institutions. 1913 (Ronald accounting ser.)

Hotels

Sweetland, C. A. Accounting for clubs, hotels, societies. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10)

Ice trade

Bluim, J. M. Accounting system of an ice company. 1912

Insurance

Accounting system of a life insurance company. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

Fire insurance accounting. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

*Hooper, W. E. Life insurance accounting. 1914

Sweetland, C. A. Insurance accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9)

*——. Insurance and real estate accounts. 1910

Tyler, E. A. Insurance companies' accounts. 1905 (Accountants' library. v. 36)

Accounting—Insurance—*Continued*

*Wolfe, S. H. Examination of insurance companies. 1910

*Young, T. E. Insurance office organization management and accounts

Investments

*Sprague, C. E. Accountancy of investment. 1914 (Ronald accounting ser.)

*——. Text-book of the accountancy of investment. 1910

Liquor business

Moody, A. F. Easy detail account book for rectifiers and wholesale liquor dealers. 1912

Lumbering

*Jones, A. F. Lumber manufacturing accounts. 1914 (Ronald accounting ser.)

Mines and mining

*Charlton, W. H. American mine accounting, methods and forms. 1913

Tait, G. W. Gold mine costs and accounting. 1912

Municipal

*Bureau of municipal research. Handbook of municipal accounting, prepared by the Metz fund from descriptive and critical data collected, and constructive recommendations. 1913

*Cleveland, F. A. Chapters on municipal administration and accounting. 1909

Collins, A. Municipal internal audit. 2d ed 1913

*Eggleston, D. C. Municipal accounting. 1914 (Ronald accounting ser.)

Macpherson, F. H. Municipal accounting; illus. by forms of books and reports. 1901

Municipal accounting. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

N. Y. City. Dept. of finance. Manual of accounting and business procedure. 1909

U. S. Bureau of the census. Financial statistics of cities having a population of over 30,000

Walton, J. M. Manual of accounting, reporting and business procedure of the city and county of Philadelphia. 1917

See also Municipal finance

Partnership

Griffith, J. B. Single proprietorship and partnership accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)

Periodicals

*Journal of accountancy. American association of public accountants. Monthly

*Journal of accountancy; index. v. 1-16. Nov., 1905—Dec., 1913

Printing

Davis, A. E. How to find costs in printing. 1914

Jobson, W. P. Accounting system for printing concerns. 1912

Porte, R. T. How to figure costs in printing offices. 1914

Sweetland, C. A. Publishers' and printers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7)

Problems

Bennett, R. J. C. P. A. questions and answers. 1914

*C. P. A. problems and solutions

*Cole, W. M. Problems in the principles of accounting. 1915

*Greendlinger, L. Acountancy problems, with solutions. 2v 1910-11

Shepherd, J. M. Practical accounting problems. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7)

*Wildman, J. R. Elementary accounting problems. 1914

Public service corporations

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained on application to the Interstate commerce commission, Washington, D. C., or through your congressman

Interstate commerce commission. Accounting bulletins. Published intermittently

California R. R. Commission. Uniform classification of accounts for electric corporations. 1912

Publishers

Sweetland, C. A. Publishers' and printers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 7)

Railroads

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these pub-

Accounting—Railroads—*Continued*

lications may be obtained on application to the Interstate Commerce Commission, Washington, D. C., or through your congressman

*Hooper, W. F. Railroad accounting. 1915

Interstate commerce commission. Accounting bulletins. Published intermittently

Railroad accounting. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

Real estate

Sweetland, C. A. Insurance and real estate accounts. 1910

——. Real estate accounting. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 9)

Retail trade

Harvard university. Bureau of business research. Harvard system of accounts for shoe retailers. 1916

Sweetland, C. A. Retailers' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8)

Walker, J. C. Retail accounting and store management. 1916

School boards

Memphis (Tenn.) Board of education. Forms used in the accounting system of the Memphis board of education. 1915

Shoe trade

Harvard university. Bureau of business research. Harvard system of accounts for shoe retailers. 1916

Societies

Sweetland, C. A. Accounting for clubs, hotels and societies. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 10)

Street railroads

N. Y. state—Pub. service com. 1st district. Uniform system of accounts prescribed for street railroad corporations. 1908

Street railway accounting. (In Practical accounting methods; same as Moxey, E. P. Accounting systems)

See also Accounting—Electric railroads

Telephone industry

Amer. telephone and telegraph co. Standard telephone accounts, Bell telephone system. 1910

Trustees

See Accounting—Administration of estates; Administration of estates

Wholesale trade

Griffith, J. B. Wholesale commission, and storage accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5)

Accounting, Cost

Arnold, H. L. Complete cost keeper; original systems of shop cost-keeping or factory accounting; advantages of account keeping by means of cards instead of books and a description of mechanical aids to factory accounting. 1912

Baillet, H. F. Overhead expense and percentage methods; a lecture on the cost of doing business, explaining how to find it and what to do with it when found, with practical examples of its use taken from actual business experiences. 1915

Baugh, F. H. Principles and practice of cost accounting for accountants, manufacturers, mechanical engineers, teachers and students. 1915

*Bunnell, S. H. Cost-keeping for manufacturing plants. 1911

Burroughs adding machine co. Cost keeping short cuts, from experiences in many lines of business. 1910

*Carpenter, C. U. Profit making in shop and factory management. 1908 (Works management lib.)

*Church, A. H. Production factors in cost accounting and works management. 1910 (Works management lib.)

*——. Proper distribution of expense burden. 1908 (Works management lib.)

Cole, W. M. Cost accounting for institutions. 1913 (Ronald accounting ser.)

Costs and statistics. (In Lib. of bus. practice. v. 10)

*Evans, H. A. Cost keeping and scientific management. 1911

*Ferguson, W. B. Estimating the cost of work; with special reference to unstandardized operations, as in jobbing shops or repair work. 1915 (Works management lib.)

*Franklin, B. A. Cost reports for executives as a means of plant control. 1913

Gillette, H. P. Cost keeping and management engineering; for engineers, contractors and superintendents engaged in the management of engineering construction. 1908

Accounting, Cost—*Continued*

Gilman, S. W. Cost accounts. (In Auditing and cost accounts. pt. 2. Alex. Hamilton inst. Mod. bus. v. 11)

Griffith, J. B. Records of labor and manufacturing orders. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2)

Hawkins, L. W. Cost accounts; an explanation of principles and a guide to practice. 1912

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Postal telegraph-cable co. List of offices; revised tariff, instructions, and rules.

Western union telegraph co. Tariff book.

Cable codes. See Telegraph codes

Cadbury, E.

Experiments in industrial organization. 1912 Longmans 5s

Cahn, H.

Capital to-day; a study of recent economic development. 1915 Putnam $1.50

Calculating machines

Burroughs adding machine co. Better day's work at a less cost of time, work, and worry to the man at the desk. 4th ed 1910

California. Board of Education
Vocational guidance bibliography. Bul. 12. 1916

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Uniform classification of accounts for electric corporations. 1912

Calkins, E. E.
Business of advertising. 1915 Appleton $2

—and Holden R.
Modern advertising. 1912 Appleton $1.50

Callender, G. S.
Selections from the economic history of the U. S. 1765-1860, with introductory essays. 1909 Ginn $3.30

Cambistry. See Weights and measures

Cameron, A. G.
Torrens system. 1915 Houghton $1

Campbell, D.
Law of stockbrokers. 1914 Baker, Voorhis $1.50

Campbell, G. L.
Industrial accidents and their compensation. 1911 Houghton $1

Campbell, R. A.
Mortgage taxation. 1908 Wisconsin 25c

Canada. Census and statistics office
Census of Canada. Areas and population. v. 1; Religious origins, etc. v. 2; Manufactures. v. 3; Agriculture. v. 4; Forest, fisheries, minerals, furs. v. 5

Canada. Dept. of marine and fisheries
Port directory of principal Canadian ports and harbours; also descriptions of types of aids to navigation in Canadian coastal and inland waterways

Canada. Dept. of trade and commerce
Grain inspection in Canada. 1914

Canada
Hopkins, J. C. Canadian annual review of public affairs
Myers, G. History of Canadian wealth. 1914

Banks and banking

See Banks and banking—Canada

Gazetteers

Lovell's gazetteer of the Dominion of Canada. 1908

Manufactures

Frechette, H. Report on the non-metallic minerals used in the Canadian manufacturing industries. 1915

Periodicals

*Industrial Canada. Canadian manufacturers assoc. Monthly

Railroads

See Railroads—Canada

Statistics

*Canada—Census and statistics office. Fifth census of Canada. For contents see under Canada—Census and statistics office

*Canada year book.

Canadian almanac and miscellaneous directory; containing commercial, statistical, astronomical, departmental, ecclesiastical, educational, financial and general information

*Heaton's annual; the commercial handbook of Canada

Periodicals

*Census and statistics. Monthly

Canada official postal guide. Government printing bureau, Ottawa. 25c

Canadian almanac and miscellaneous directory. Copp $1

Canadian annual review of public affairs. Hopkins, J. C.

Canadian northwest

Ports

Terminal publishing co., Seattle, Wash. North Pacific ports; a compilation of useful marine, exporting and importing information for Alaska and the western coasts of Canada and the U. S. 1917

Canal tolls and Amer. shipping. Nixon, L. 1914

Canals
For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained on application to the National waterways commission or on application to your congressman

Atlantic deeper waterways assoc. Committee on traffic of the proposed intracoastal canal. Reports

*Hepburn, A. B. Artificial waterways of the world. 1914

Kirkaldy, A. W. History and economics of transport. 1915

*Moulton, H. G. Waterways versus railways. 1912

See also Inland navigation; Panama canal; Waterways

Candy trade—Directories. See Confectionery trade—Directories

Cannan, E.
Wealth. 1914 King 3s 6d

Canning trade

Directories

*Canners' and packers' directory of North America.
National canners' assoc. Canners' directory.

Cannon, J. G.
Clearing houses and credit instruments. 1910 (Nat. monetary com.) (61st Cong. 2d sess. Sen. doc. 575) Supt. of doc. 45c
Clearing houses; their history, methods and administration. 1900 Appleton $2.50
Cannon, W. B. Bodily changes in pain, hunger, fear and rage. 1915 Appleton $2

Canovai, T.
Banks of issue in Italy. 1911 (Nat. monetary com.) (61st Cong., 2d sess., Sen. doc. 575) Supt. of doc. 35c

Canvassing. See Salesmanship

Cap trade—Directories. See Directories, Trade, professional and miscellaneous—Hats

Capehart, C.
General history of American journalism. 1913 Ed. and pub. 10c

Capen, S. P.
Accredited secondary schools in the U. S. (U. S. Educ. bul. 631) Supt. of doc. 15c

Capital
*Cahn, H. Capital today; a study of recent economic development. 1915
*Fisher, I. Nature of capital and income. 1912
Hobson, J. A. Evolution of modern capitalism, a study in machine production. 1894
*Sombart, W. Quintessence of capitalism; a study of the history and psychology of the modern business man. 1915
Veblen, T. B. Theory of business enterprise. 1904
See also Banks and banking; Capitalists and financiers; Commerce; Currency question; Economics; Interest; Investments; Labor and capital; Money; Monopolies; Promoting; Trusts; Wealth

Capital and labor unified. Harmon, W. E. 1911

Capital today. Cahn, H. 1915

Capitalists and financiers
*Who's who in finance; a biographical dictionary of contemporary bankers; capitalists and others engaged in financial activities in the United States and Canada
See also Bankers; Millionaires

Capitalization. See Corporations—Finance; Promoting; Railroads—Finance; Securities

Capitalization. Lyon, W. H. 1912

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Card system in business
Arnold, H. L. Complete cost-keeper; together with an exposition of the advantages of account keeping by means of cards instead of books. 1912
*Byles, R. B. Card index system; its principles, uses, operation and component parts. 1911
*Hudders, E. R. Indexing and filing; a manual of standard practice. 1916
*Kaiser, J. Systematic indexing. 1911
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*Risque, F. W. Loose leaf books and systems for general business. 1907
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Wagemaker, I. Comprehensive text book on business and office systematizing, vertical filing systems, filing devices, card ledger systems, profit showing system for a wholesale or manufacturing business, etc. 1907
Watts, C. J. Cost of production. 1902
See also Files and filing (documents); Indexes and indexing

Card writing. See Advertising cards

Care of estates. Hill, F. T. 1901

Careers. See Efficiency, Personal; Vocational guidance

Careers for our sons. Williams, G. H. 1914

Careers for the coming men. 1904 Saalfield $1.50

Careful investor. Mead, E. S. 1914

Carey, T. J.
Real estate educator. 1911 Carey $1

Caribbean interests of the United States. Jones, C. L. 1916

Carlson, A. J.
Control of hunger in health and disease. 1916 Univ. of Chicago $2

Carlton, F. T.
Education and industrial evolution. 1915 Macmillan $1.25

Carlton, F. T.—*Continued*
History and problems of organized labor. 1911 Heath $2
Industrial situation. 1914 Revell 75c

Carnegie, A.
Empire of business. 1902 Doubleday $3
Gospel of wealth and other timely essays. 1900 Doubleday $2

Carney, W. A.
How to buy and sell real estate at a profit. 1905 Carney $2
Promoter's assistant and improved secretary's manual. 3d ed. 1910 Carlisle $3
Real estate business self-taught. 1906 Carney $2

Carpenter, C. U.
Profit making in shop and factory management. 1908 (Works management lib.) Engineering $2

Carpet trade. See Textile trade

Carriage trade—Directories See Vehicle trade—Directories

Carriers
For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained from the Interstate commerce commission or on application to your congressman
Barnes, H. C. Interstate transportation; federal regulation of interstate transportation and common carriers. 2v. 1910
*Merriam, R. Law of carriers of goods. 1914
Prentice, E. P. Federal power over carriers and corporations. 1907
See also Commerce; Demurrage; Express service; Forwarders; Freight and freightage; Interstate commerce; Interstate commerce commission; Railroads—Rates; Shipping; Steamboat lines

Carter, C. F.
When railroads were new. 1909 Holt $2

Carter, J. C.
Law; its origin, growth and function. 1907 Putnam $2.50

Carver, T. N.
Distribution of wealth. 1904 Macmillan $1.50
Principles of rural economics. 1911 Ginn $1.30

Cassell, R. J.
Art of collecting. 1913 Ronald $2

Casson, H. N.
Ads and sales. 1911 McClurg $2
Romance of steel. 1907 Barnes $2.50

Casting. See Foundry trade—Directories; Iron and steel trade—Directories

Casualty insurance. See Insurance—Casualty

Catalog making (business)
Wasson, G. G. How to compile a catalog. 1915
See also Indexes and indexing

Catalogs, Card. See Card system in business

Catering—Advertising. See Advertising—Restaurant business

Cause of business depressions. Bilgram, H. 1914

Celebrated trials. Clinton, H. L. 1897

Cement industry
For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained from U. S. Geological survey or on application to your congressman
*Eckel, E. C. Portland cement industry from a financial standpoint. 1909

Cement trade

Directories

*Cement era. Directory of cement, gypsum and lime manufacturers
Directory of American cement industries

Cemeteries

Directories

Cemeteries. (In Amer. florist company's directory of florists, nurserymen and seedsmen)

Census. See Statistics

Central America. See Latin America

Central America

Periodicals

See Latin America—Periodicals

Railroads

See Railroads—Central America

Central stations. See Electric power plants

Chaddock, R. E.
Safety fund banking system in N. Y. 1829-1866. (In Dewey, D. R. State banking before the civil war)

Chadman, C. E., and others
Cyclopedia of law. 12v. 1908 Amer. sch. of cor. $75

Chamber of commerce of the United States of America

*The Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Monthly $1

General crop and business conditions and the outlook for business. Special bul. Dec. 2, 1916.

Chamberlain, J. A.

Commercial law. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 3)

Principles of business law. 1908 Anderson $2.50

Chamberlain, L.

Principles of bond investment. 1911 Holt $5

Work of the bond house. 1912 Moody $1.35

Chambers of commerce. See Commercial associations

Chance, R. R.

The employer's liability act of N. J. 1914 Soney $2.50

Chandler, W. H.

Express service and rates. 1914 La Salle $3

Chaney, A. G.

Advertising construction simplified. 3d ed. 1913 Flora 50c

Chapman, C.

Law of advertising and sales and related business law. 2v. 1908 C. Chapman $10

Chapters on municipal administration and accounting. Cleveland, F. A. 1909

Chapters on the theory and history of banking. Dunbar, C. F. 1891

Character reading through analysis of the features. Fosbroke, G. E. 1914

Charities

Accounting

See Accounting—Charities

Directories

N. Y. charities directory; being an encyclopedia of social service in or available for Greater N. Y.; incl. a topical index to the social, civic, religious and charitable resources of the metropolis and a name index

U. S. Bureau of the census. Benevolent institutions. 1910

See also Asylums; Dispensaries; Hospitals

Charley, L.

Opportunities, how to make the most of them. 1916 Funk $5

Charlton, W. H.

American mine accounting. 1913 McGraw $5

Charters

Matthews, N., jr. Municipal charters. 1914

See also headings beginning Municipal

Chasnoff, J. E.

Selling newspaper space. 1913 Ronald $1.40

Chattel mortgage loan business. Sharp, R. W. 1910

Checking the waste. Gregory, M. H. 1911

Chemical trade

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained from the proceedings of congress or on application to your congressman

Henley's twentieth century book of recipes, formulas, and processes. 1914

Directories

Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades; chemists, sulphuric acid plants, etc.

Manufacturing chemists. (In Era druggists' directory)

Miscellaneous manufacturers in the drug line. (In Thomas' drug trades reference book)

Oil, paint and drug reporter. Green book for buyers

Rousset, C. Annuaire des produits chimiques et de la droguerie. A classified chemical and drug directory of the world

Cherington, P. T.

Advertising as a business force. 1913 Doubleday $2

Advertising book. 1916 Doubleday $2

Chicago city council

Food stuffs. 1916 Pamphlet 655-A, Municipal reference library

Chicago. Dept. of public service

Valuation of the Chicago elevated railways, Jan. 1, 1915. M. Ferry, Commissioner, Room 613, City Hall, Chicago

Chicago daily news almanac and year book. 25c

China—Railroads. See Railroads—China

China year book. Routledge 10s

Chinaware

Directories

See Pottery trade—Directories

Chisholm, G. G.

Handbook of commercial geography. 8th ed. 1911 Longmans $4.80

Choice of vocation. See Vocational guidance

Choosing a career. Marden, O. S. 1905

Choosing a vocation. Parsons, F. 1909

Church, A. H.
Production factors in cost accounting and works management. 1910 (Works management lib.) Engineering $2
Proper distribution of expense burden. 1908 (Works management lib.) Engineering $1
Science and practice of management. 1914 (Works management lib.) Engineering $2

Church, F. P.
Modern credit methods. 1912 Mod. methods $2

Churches—Advertising. See Advertising—Churches

Cigar trade—Directories
See Tobacco trade—Directories

Cincinnati, N. O. & Texas-Pacific Ry.
Rate construction guide. 1915 $5

Cipher codes. See Telegraph codes

Cities

Directories

The collection includes directories of 325 cities. In a library for business men directories are probably the most used books because they are the connecting link between the seller and the buyer. They are a necessity unless there is in the city one of the directory libraries maintained by directory publishers

Maps

Over 1000 cities are represented in the map collection.

Statistics

County and municipal indebtedness, 1913, 1902, 1890 and sinking fund assets 1913: Taxation and revenue systems of state and local governments, 1912. Municipal revenues, expenditures and public properties, 1913. (In U. S. Bureau of the census. Wealth, debt, and taxation. v 1-2)
U. S.—Bureau of the census. Financial statistics of cities having a population of over 30,000
U. S.—Bureau of the census. General statistics of cities, incl. statistics of sewers and sewerage disposal, refuse collection and disposal, street cleaning, dust prevention, highways and the general highway service of cities having a population of over 30,000.

Citizens in industry. Henderson, C. R. 1915

City club of Chicago
Report on vocational training in Chicago and other cities. 1912 $1.50

City improvement. See Municipal improvement

City manager; a new profession. Toulmin, H. A. 1915

City manager plan. See Municipal government—City manager plan

City managers' association
Annual report. 15c

City of the dinner pail. Lincoln, J. T. 1909

City officials. See Municipal officers

Clapp, E. J.
Economic aspects of the war. 1915 Yale $1.50
Port of Boston. 1916 Yale $2.50
Port of Hamburg. 1911 Yale $1.50

Clare, G.
A B C of foreign exchanges. 1895 Macmillan $1.25

Clark, J. B.
Control of trusts. 1912 Macmillan [illegible]

Clark, J. M.
Standards of reasonableness in local freight discriminations. 1910 Longmans $1.25

Clark, L. D.
Law of the employment of labor. 1911 Macmillan $1.60

Clark, S. A.
Making both ends meet. 1911 Macmillan $1.50

Clark, T. M.
Architect, owner and builder before the law. 1905 Macmillan $3

Clark, W. L.
Handbook on the law of private corporations. 1907 West $3.50

Clarke, A. L.
Manual of practical indexing. 1905 Grafton 5s

Clausen, J.
Mercantile correspondence in English and German languages. 2v 1911 Gloeckner M 2.80

Clay, P.
Sound investing. 1915 Moody $2

Clays and clay products. Searle, A. B.

Clearing houses
Cannon, J. G. Clearing houses and credit instruments. (Nat. monetary com.) 1910

Clearing houses —*Continued*

*——. Clearing-houses; their history, methods and administration. 1900

Thralls, J. The clearing house, facts covering the origin, developments, functions, and operations of the clearing house and explaining the systems, plans and methods promulgated by the clearing house section of the Amer. bankers' assoc. 1916

See also Banks and banking; Trust companies

Directories

Clearing houses in the U. S. and Canada. (In Bankers' register)

Clephane, W. C.

Organization and management of business corporations. 2d ed. 1913 Vernon $5

Clerks' and conveyancers' assistant. Abbott, B. V. 1911

Clerks' book. Farrington, F. 1907

Cleveland, F. A.

Bank and the treasury. 1908 Longmans $2

Funds and their uses. 1912 Appleton $1.25

Cleveland, F. A., and Powell, F. W.

Railroad finance. 1912 Appleton $2.50

Railroad promotion and capitalization in the U. S. 1909 Longmans $2

Cleveland, O. Cooperative employment bureau for girls. Publications

Clews, H.

Fifty years in Wall street. 1908 Irving $3

Wall street point of view in buying. 1900 Silver $1.50

Clifford, M. J. and others

Buying. 1905 System

Clifford, W. G.

Building your business by mail. 1914 Bus. res. $2

Clinton, H. L.

Celebrated trials. 1897 Harper $2.50

Cloak and suit industry

Cohen, J. H. Law and order in industry; five years' experience. 1916

Clothing trade

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained from the U. S. dept. of commerce and the U. S. dept. of labor, or on application to your congressman

Directories

Daily trade record directory of clothing manufacturers, cloak and suit manufacturers and piece goods selling agents of the U. S.

*Dockham's Amer. report and directory of the clothing manufacture and cutting up trade, U. S. and Canada

*Sheldon's jobbing trade and city offices; jobbers in dry goods, cloths, tailor's trimmings, furnishing goods, hosiery, notions and millinery, giving location of office in N. Y., names of resident buyer, departments and buyers, also converters of cotton goods

*Sheldon's manufacturing trade (the cutting-up trade) comprising manufacturers of men's, women's and children's garments, giving class of goods made, names of buyers and location of N. Y. headquarters

*Sheldon's N. Y. resident buyers with firms represented by each; New York packing companies with firms packed and shipped for

Silk cutting-up trade of New York City. (In Davison's silk trade)

See also Directories under following subjects: Dry goods trade; Fur trade; Glove trade; Hat trade; Hosiery trade; Knit goods trade; Men's furnishings foods trade; Millinery trade; Shoe trade; Underwear trade

Periodicals

*Dry goods economist. Weekly

Clow, F. R.

Introduction to the study of commerce. 1901 Silver $1.25

Coal industry

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these may be obtained from the Interstate commerce commission, the U. S. Dept. of commerce, U. S. dept. of labor, U. S. Geological survey, or on application to your congressman

*Jones, E. Anthracite coal combination in the U. S. with some account of the early development of the anthracite industry. 1914

*McInnes, W. The coal resources of the world. 3v. 1913

Nearing, S. Anthracite: an instance of natural resource monopoly. 1915

Suffern, A. E. Conciliation and arbitration in the coal industry of America 1915

Coal industry —*Continued*

Wilson, F. H. Coal; its origin, method of working and preparation for market

Coal trade

Directories

*Coal field directory and mining catalogues of coal mining equipment; indexed by firms represented and by products; together with a directory of mines by states and counties

National iron and steel, coal and coke blue book; firms, corporations and individuals engaged in the production of iron and steel, coal and coke in the U. S. and Canada

Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory

See also Mines and mining—Directories; Corporations—Securities

Cochrane, C. H.

Modern industrial progress. 1904 Lippincott $3

Codes, Telegraphic. See Telegraph codes

Cody, S.

Constructive rhetoric 1903 Funk 75c

English for business uses and commercial correspondence. 1914 School $1

How to be a private secretary. 1913 School $2

How to deal with human nature in business. 1915 Funk $2

How to do business by letter. 1908 School $1

Office salesmanship. 1911 School

Coffee trade

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these may be obtained on application to U. S. Dept. of commerce and U. S. Dept. of agriculture, or on application to your congressman

Directories

*U'kers' tea and coffee buyer's guide to first hands in the tea, coffee, spice and fine grocery trades

See also Commercial products; Grocery trade—Directories

Coffin, G. M.

A B C of banks and banking. 1901 (Wall street lib. v. 4) Doubleday 60c

Cohen, J. H.

Law and order in industry. 1916 Macmillan $1.50

Coins and coinage

*Hepburn, A. B. History of currency in the U. S., with a brief description of the currency systems of all commercial nations. Bibliography. 1915

See also Gold; Money

Coke trade

Directories

National iron and steel, coal and coke blue book; firms, corporations and individuals engaged in the production of iron and steel, coal and coke in the U. S. and Canada

Cold storage trade

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained on application to U. S. Dept. of agriculture or to your congressman

Directories

*Ice and refrigeration blue book; a directory of the ice making, cold storage, refrigerating and auxiliary trades; a list of ice factories, cold stores, packing houses, breweries, dairies, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in the U. S. and Canada

Warehouses and cold storage. (In Thomas' wholesale grocery and kindred trades register)

Cole, G. S.

Encyclopedia of dry goods; a reference book for the wholesale and retail dry goods trade of the U. S. 1900 Root

Cole, W. M.

Accounts; their construction and interpretation. 1915 Houghton $2

Bookkeeping, auditing and accounting. 1916 Whitman $3

Cost accounting for institutions. 1913 (Ronald accounting ser.) Ronald $2.50

Problems in the principles of accounting. 1915 Harvard 85c

Coles, W. S.

Fire insurance handbook. 1900 Spectator $5

Collecting by letter. Shryer, W. A. 2v 1913

Collecting of accounts

*Cassell, R. J. Art of collecting; the underlying principles and practices of collecting, with suggestions, forms of reports, letters, etc. for the collection manager and the business man. 1913

Collecting of accounts—*Continued*

Credits and collections. (In Business man's lib. v. 1)

Credits, collections and finance. (In Lib. of bus. practice. v. 8)

Lawrence, H. C. Making him pay; exemplifying the evolution of conciliation. 1908

*Modern mercantile publishing co. Letters that collect; or, How to get money by mail; a series of collection letters used in business practice, which have brought excellent results. 1910

Preston, W. H. Credits, collections and their management with credit department forms. 1897

*Shryer, W. A. Collecting by letter. 2v. 1913

*Skinner, E. M. Credits and collections. 1916

*Zimmerman, T. J. Credits and collections, the factors involved and the methods pursued in credit operations; a practical treatise by eminent credit men. 1904

See also Credit; Commercial correspondence

Colleges and universities

Directories

*Boards of trustees, presidents, professors of pedagogy in universities and colleges; presidents and deans of professional schools. (In U. S. Bureau of education. Educational directory)

Existing and extinct dental colleges in the U. S. and Canada, with locations, officers, numbers of professors, lecturers, demonstrators, etc. (In Polk's dental register and directory of the U. S. and Canada)

Existing and extinct medical colleges in North Amer. with officers, professors, demonstrators, etc. (In Polk's medical register and directory of North Amer.)

*Patterson's American educational directory; containing the public, private and endowed schools. colleges, higher and secondary institutions of learning

Schools of electrical engineering, telegraphy, etc. (In Universal electrical directory)

See also Education—Directories

Collier, W. M.

Law and practice in bankruptcy under the Nat. bankruptcy act of 1898, 8th ed. with amendments of 1903, 1906 and 1910 and with decisions to date. 1910 Bender $7.50

Collins, A.

Municipal internal audit. 2d ed. 1913 Gee 3s 6d

Collins, F. H.

Authors' and printers' dictionary. 4th ed. 1912 Frowde 1s

Collins, J. H.

Art of handling men. 1910 Altemus 50c

Human nature in selling goods. 1909 Altemus 50c

Colorado public utilities commission

Uniform system of accounts for electric light and power utilities. 1915

Colombia

Economic conditions

Eder, P. J. Colombia. 1917

Coman, K.

Industrial history of the United States. 1910 Macmillan $1.60

Coming newspaper. Thorpe, M. 1915

Commentaries on American law. Kent, J. 3v 1896

Commentary on the science of organization and business development. Frank, R. J. 1911

Commerce

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained on application to U. S. Dept. of commerce and U. S. Interstate commerce com., or to your congressman

Amer. soc. of internat. law. Diplomatic correspondence between the U. S. and belligerent governments relating to neutral rights and commerce. 1915

*Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal, between points in North Amer. and points in foreign countries. For contents see under Amer. commerce assoc.

Amer. sch. of cor. Cyclopedia of commerce, accountancy, business administration. 10v. 1910

Bastable, C. F. Theory of international trade, with some of its applications to economic policy. 4th ed. 1903

*Brown, H. G. International trade and exchange; a study of the mechanism and advantages of commerce. 1914

——. Principles of commerce. 1916

*Clow, F. R. Introduction to the study of commerce. 1901

Commerce – *Continued*

*Course in foreign trade. 12v 1916. For contents see under Course in foreign trade

*Day, C. History of commerce. 1914

Financial review; finance, commerce, railroads

Hatfield, H. R. Lectures on commerce. 1904

*Hutchinson, L. Panama canal and international trade competition. 1915

*Johnson, E. R. History of domestic and foreign commerce of the United States. 1915

Marchant, J. R. V. Commercial history

*Owen, D. Ocean trade and shipping. 1914

*Shipping world year book; a desk manual in trade, commerce and navigation; port directory of the world, tariffs of all nations, etc.

*Smith, J. R. Commerce and industry. 1916

Smith, R. A. C. Commerce and other business of the waterways of the state of N. Y., their relation to the port of N. Y., and the ports of the world. 1914

*U. S. Bureau of foreign and domestic commerce. The Business Branch receives all the publications of this Bureau; daily, monthly, quarterly, annual and special reports

Webster, W. C. General history of commerce. 1903

*Whelpley, J. D. Trade of the world. 1913

See also Balance of trade; Canals; Carriers; Commercial travelers; Diplomatic and consular service; Economics; Exchange; Export trade; Forwarders; Import trade; Inland navigation; International law; Interstate commerce; Merchant marine; Navigation; Pan American Union; Ports; Shipbuilding; Shipment of goods; Shipowners; Shipping; Tariff; Telegraph codes; Transportation; Warehouses; Waterways

Atlases

Bartholomew, J. G. Atlas of the world's commerce; maps with descriptive text and diagrams showing products, imports, exports, commercial conditions and economic statistics of the countries of the world. 1907

Bibliography

*International book co., 1328 Broadway, N. Y. City. Select list of export trade publications and other business books. 1915

U. S. Dept. of com. Monthly list of publications. Free. Chief div. of publications, Dept. of com., Washington, D. C.

See also Business—Bibliography

Dictionaries

Slater, J. A. Pitman's commercial encyclopaedia and dictionary of business; a work of reference on all commercial subjects; specially designed and written for the merchant, the commercial student and the modern man of affairs. 4v. 1912

Directories

*Blue book of Amer. shipping, statistics of shipping and ship building in America

Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of ship-owners, shipbrokers and ship-masters; originally comp. by C. D. Urquhart. 14th ed. 1910

*Exporters' encyclopedia; containing information relative to shipments for every country in the world

*Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries

*Shipping world year-book; a desk manual in trade, commerce and navigation; port directory of the world; tariffs of all nations, etc.

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For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained from U. S. Bur. of corporations or through your congressman

*Burton, T. E. Corporations and the state. 1911

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*Van Hise, C. R. Concentration and control; a solution of the trust problem in the U. S. 1912

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Accounting

See Accounting—Corporations

Finance

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained from the U. S. Bur. of corporations or through your congressman

*Cooper, F. Financing an enterprise; a manual of information and suggestion for promoters, investors and business men. 4th ed. 1915

*Floy, H. Valuation of public utility properties. 1912

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New Jersey

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This is supplemented by a card index of clippings from the weekly periodical "N. J. commerce and finance."

New York City

Polk, R. L. and co.'s Trow N. Y. copartnership and corporation directory; boroughs of Manhattan and Bronx

Securities

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of Documents, Washington, D. C. Some of these publications may be obtained from U. S. Bur. of corporations or through your congressman.

*Commercial and financial chronicle; incl. bank and quotation section, railway earnings section, railway and industrial section, electric railway section. Weekly

Fitch bond book, describing the most important bond issues of the U. S. and Canada.

Industrial securities; manufacturing, street railway, electrical, gas, mining, land, coal, iron and steel, telegraph and telephone and miscellaneous corporations. (In Manual of statistics, stock exchange handbook.)

Investor's pocket manual. Monthly

*Poor's manual of industrials; manufacturing, mining and miscellaneous companies.

Public utilities and industrials; a comparative analysis of public utility and industrial companies in the U. S. and Canada, with investment ratings, enabling the banker and investor to ascertain the true value of securities. (In Moody's analyses of investments)

*Public utility corporations of the U. S., Canada, Mexico, etc.; industrial, mining and miscellaneous corporations. (In Moody's manual of railroads and corporation securities v. 2 and 3)

Corporation law—Securities—*Continued*

*Stock exchange. London. Stock exchange official intelligence; being a carefully revised précis of information regarding Britsh, Amer. and foreign securities.

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Operation and costs; bringing factory production up to capacity; scheduling and dispatching work; maintaining quality; cost keeping methods and systems; cost cutting and plant control. 1915 (Factory management ser.)

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For a price list of valuable pamphlets on this subject which may be bought at small cost. Address Supt. of Documents, Washington, D. C.

*Chicago city council. Food stuffs; retail prices in twenty-four cities; a comparative statement. 1916

*Congdon, L. A. Fight for food. 1916

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*Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades.
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Counterfeits and counterfeiters
White's U. S. counterfeit reporter. (In Bankers register)
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Counties

Maps

Nearly 1000 counties in the U. S. are represented in the collection of county rural delivery maps issued by the Post Office dept., made on a large scale, showing houses, schools, churches, etc.

Statistics

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Theory of stock speculation. 1901 (Wall street lib. v. 3) Doubleday 60c

Cuba

See also Latin America

Economic conditions

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of Documents, Washington, D. C.

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Manual of parliamentary practice. 1914 Winston 50c

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Vandegrift, F. B. & Co. Handbook of the U. S. tariff, the tariff act of 1913; complete schedules of articles with rates of duty and paragraph of law, law on the administration of the customs service, and a list of articles on which drawback rates have been established. 3d ed. 1914

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Valuation of the properties of public utilities corporations. 1913 Bradford $1.25

Dartmouth college—Conference on scientific management

Addresses at the conference held 1911. 1912 Dartmouth $2.50

Dartnell, G.

Sales stimulating bulletins for salesmen. Dartnell 25c each. Bulletins are process typewritten on printed bulletin heads and are based on new items that give salesmen ideas and suggestions for getting more business

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Education for efficiency. 1909 Heath $1

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Economics of enterprise. 1913 Macmillan $2.25

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Bookkeeping for retail stores. 1900 Stern

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Glenn, G. Rights and remedies of creditors respecting their debtor's property. 1915

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For a price list of valuable documents which may be bought at small cost, address Supt. of Documents, Washington, D. C.
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Law relating to accounts. (In Dicksee, L. R. Advanced accounting)

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Interstate commerce commission. National car demurrage rules and explanations. 1916
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*Polk's dental register and directory of the U. S. and Canada; comprising list of dentists arranged by states and provinces, date and college of graduation, laws of registration and other laws relating to the profession and an index of dentists arranged alphabetically

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*Corbion, W. A. Principles of salesmanship, deportment, and system; a textbook for department store service. 1907
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*Sheldon's retail trade of the U. S. containing retailers in dry goods, notions, etc., giving location of office in N. Y. and names of resident and department buyers

See also Five and ten cent stores—Directories; Retail trade—Directories

Periodicals

*Dry goods economist. Weekly

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Novelty news. Monthly

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Book on advertising. (In Bus. man's lib. v 7)

Keeping a dollar at work. 1915. N. Y. even. $1

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Financial history of the U. S. 1915 Longmans $2

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Corporate promotions and reorganizations. 1914 (Harvard economic studies.) Harvard $2.50

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Freight classification. 4v 1913 La Salle

Railway organization and working; a series of lectures. 1906 Univ. of Chicago $2

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Laws of supply and demand. 1912 Houghton $2.25

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Accounting practice and procedure. 1914 Ronald $3

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Profits of a corporation. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 6)

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Advanced accounting. 4th ed. 1911 Ronald $8.40

Auditing. Amer. ed. rev. and ed. by R. H. Montgomery. 1909 Ronald $5

Bookkeeping for accountant students. 6th ed. 1909 Ronald $4.20

Business organization. 1910 Longmans $1.50

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Office organization and management including secretarial work. 1911 Pitman $2

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Goodwill and its treatment in accounts. 3d de. 1906 Ronald $2

Dickson, W. B.

Modern punctuation. 1900 Putnam 75c

Dictionaries, Foreign

See sub-head Dictionaries under the following languages: French, German, Italian, Portuguese and Spanish. Many foreign directories contain indexes in several languages. These are valuable as dictionaries of commercial nomenclature

Diemer, H.

Factory organization and administration. 2d ed. 1914 McGraw $3

Industrial organization and management. 1915 La Salle $2

Digest of state banking statutes. Welldon, S. A. 1910

Diplomatic and consular service

*Embassies and legations to the U. S., embassies and legations of the U. S., U. S. consular offices, consuls in the U. S. (In U. S. Cong. Official congressional directory).

*Jones, C. L. Consular service of the U. S., its history and activities. 1906

Kelly's directory of merchants, manufacturers and shippers of the world. Consular representatives of every nation are given under each city.

See also International law

Directories

The Directory collection consists of city, county, state, national and foreign directories; directories of trades and professions, telephone directories and yearbooks. Dates of publication are not given for directories because of their frequent revision.

Bibliography

*Library of Congress. Catalogue of copyright entries. Pt. 1, Group 2. Directories, maps, etc. Monthly

City, county and state

The collection includes about 325 city directories, 50 county and state directories. Each year the collection is enlarged. The latest editions of all N. J. directories are purchased. In a library used by business men, directories are among the most used books because they are the connecting link between the seller and the buyer; and will be found a necessity unless there is in the city one of the directory libraries maintained by directory publishers.

Directories, Foreign

All the countries of the world are represented in the collection; the principal countries and cities by individual directories, the smaller places by three directories of the world published respectively in London, Paris and Washington. The following list contains the more important foreign directories. No foreign directories are listed under individual countries or cities

World

*Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries. Kelly's directories Ltd, 182 High Holborn, London, W. C. $7.50 imp.

U. S. Bureau of foreign and domestic commerce. World trade directory for the promotion of Amer. export trade. $5

*Annuaire du commerce. Didot-Bottin. v. 5. Colonies françaises et pays et protectorat étranger

(See under Europe for pub. etc.)

Africa

*General directory of United South Africa Dennis Edwards & Co., Capetown, S. Africa $6 imp.

Asia

*Ceylon handbook and directory (Ferguson's)—A. M. & J. Ferguson, Colombo, Ceylon $5 imp.

*Directory and chronicle for China, Japan, Corea, Indo-China, Straits Settlements, Malay States, Siam, Netherlands, India, Borneo, the Philippines, etc. Hongkong Daily Press, 131 Fleet st., London 30s

Directory of the chief industries of India, Burma, Ceylon and Straits Settlements. (Thacker's) Thacker, Spink & co., Calcutta, India $2.25 imp.

*Japan directory for Tokyo, Yokohama, Kobe, Osaka, Kyoto, Nagasaki, Nagoya, Shidzuoka, Nemuro, Kushiro, Otara, Niigatata, Hakodate, Sapporo, Moji, Shimonoseki, Formosa and Chosen. Japan Gazette Co., 10 Water St., Yokohama, Japan

Australia and Pacific Islands

*Polk-Husted directory co.'s directory of Honolulu and the territory of Hawaii. Hawaiian News Co., Honolulu, H. I. $7

*Wise's New South Wales post office directory. H. Wise & Co. Ltd., 85 Pitt st. Sydney, N. S. W.

*Wise's New Zealand post office directory. H. Wise & Co., Ltd., Lambton Quay, Wellington, N. Z.

*Victoria post office directory. H. Wise & Co., Ltd., 340 Collins st., Melbourne, Australia

*Western Australia post office directory. H. Wise & Co., St. George's Ter., Perth, Western Australia

Europe

*Jahrbuch der osterreichischen Industrie. Rudolph Hanel, Widerhofergasse 7, Vienna, Austria

*Lehmann's allgemeiner Wohnungs- anzeiger nebst Handels- und Gewerbe-Adressbuch fur Wien. Alfred Holder, Rotenturnstrake, Vienna, Austria

Annuaire du commerce et de l'industrie de Belgique. Etablissements Genereaux d'Imprimerie, Bruselles, Belgium

*Krak's vejviser: Danmarks handelsspejl. Ove Krak, 17 Nygade Kybenhavn, Denmark. $3.30 imp.

*Macdonald's English directory and gazetteer. Macdonald 60s

*Post office London directory. Kelly's directories, Ltd., 182 High Holborn, W. C. London 32s

Directories, Foreign—Europe —*Continued*

*Annuaire du commerce. Didot-Bottin. v. 1-2 Paris. v. 3-4 Départments. v. 5. Colonies françaises. Didot-Bottin, Siege Social, 19 Rue de l'Université, Paris. $9 imp.

*Deutsches Reichs Adressbuch für Industrie Gewerbe und Handel. Rudolf Mosse, S. W. 19, Jerusalem Strasse 46-49. Berlin $7.70 imp.

*Berliner Adressbuch. August Scherl, Deutsche Adressbuch-geselleschaft, S. W. 68 Zimmerstrasse, Berlin $4 imp.

*Macdonald's Irish directory and gazetteer. Macdonald 26s (Subs. 12s 6d)

*Macdonald's Scottish directory and gazetteer. Macdonald 26s (Subs. 12s 6d)

*Anuario general de Espano. (Bailly-Baillière-Riera, Bailly-Balliere e Hijos, Consejo de Ciento 238) Barcelona, Spain, $7.62 imp.

Svensk industri-och export (Sweden). General Export Assoc. of Sweden, Stockholm, Sweden

North America

*Dominion of Canada and Newfoundland gazetteer and classified business directory. Canadian Gazetteers Pub. Co., Toronto, Canada. $10

*Alaska-Yukon gazetteer and business directory. Polk $10

*Henderson's Alberta gazetteer and directory. Henderson Alberta Directories, Ltd., 328a 8th Ave., Calgary, Alberta. $10

*McAlpine's Nova Scotia directory. Royal Print & Litho Ltd., Halifax, Canada. $7 South America, Central America.

West Indies

*Annuario de la America Latina. Bailly-Baillière-Riera Reunidos, 240 Consejo de Ciento Barcelona, Spain. $5.25 imp.

U. S. Bureau of foreign and domestic commerce. Trade directory of South Amer. Supt. of doc. $1

*Annuario nacional de la Republica Argentina. Pedro J. Marquez, 880 Humberto, Buenos Aires, Argentina $7.50 imp.

*Anuario administrativo, agricola, professional, mercantile industrial da republica das Estados Unidos do Brasil; almanak Laemmert. Manoel José da Silva, Aveneda Rio Branco, 131, Rio de Janeiro, Brazil. $19.50 imp.

*U. S. Bureau of foreign and domestic commerce. Trade directory of Central America and the West Indies. Supt. of doc. 60c

Argentina standard directory and buyers guide. Standard directory Co. Lavalle, 341, Buenos Aires, Argentina. $5

Isthmian tourists' guide and business directory. Isthmian Guide & Directory Co., Ancon, Panama. $1.75

Guia directorio de la isla de Cuba. (Bailly-Baillière-Riera) Eduardo Riera Solanick, Consejo de Ciento 240, Barcelona, Spain. $5 imp.

Directories, Telephone

Nearly 900 books of the Bell system are on file representing every state in the union. For small places, rural districts and suburbs of large cities where directories are not published, these telephone directories are of great value.

Directories, Trade, professional and miscellaneous

In scope and variety of detailed business information the books listed below are of the first importance.

Advertisers

*Sixpoint league, 334 5th av. N. Y. City. Advertisers and advertising agents east of Buffalo and Pittsburgh, inclusive.

Who's who in advertising. Bus. serv. $5

Agricultural implements and machinery

*Implement blue book; the standard implement and vehicle directory of the U. S.; manufacturers' branch houses; jobbing houses, transfer houses. Midland $2

Aeronautics

*Flying book; the aviation world who's who and industrial directory. Longmans $1

Architects

*Architects' directory and specification index; architects of the U. S. and insular possessions, Canada, Cuba and Mexico; landscape and naval architects of the U. S. and Canada; architectural societies and organizations of the world; architects of the boards of education in the principal cities; state boards of examiners of architects; a specification index of prominent dealers and manufacturers of building materials and appliances. Comstock, W. T. $3

Directories, Trade, etc.—Architects—*Cont.*

Automobiles

Automobile trade directory; a classified trade directory of the automobile and commercial vehicle industries and of the makers of component parts, accessories, machinery, tools, shop equipment and supplies; also a directory of national trade organizations, data, etc. Quarterly. Automobile. Year $10 single no. $5

*Chilton automobile directory. Automobile tr. $1

National automobile chamber of commerce. Handbook of automobiles. Contains illustrations and specifications of the principal automobiles in the U. S. Nat. Automobile Chamber of Com. 7 E. 42nd st., N. Y.

Bankers and brokers

*Investment bankers and brokers of America. Sites $10

Banks

*Bankers register and special list of selected lawyers; federal reserve information; 80,000 towns and villages having no banks giving names of nearest accessible banking points; national and state bank examiners; cashiers, directors. Credit. $7

Bill Posters

Hawkins, G. H. E. Poster advertising. Hawkins $3

Breweries

American brewing trade list, with subs. to Amer. Brewers review.

Building materials

*Sweet's architectural catalogue indexed by firms represented, by products and by location. Sweet $5

Canneries

*Canners' and packers' directory of North America. Fisher $5

*Nat. canners assoc. Canners' directory and lists of members of the Canning machinery and supplies assoc. and the National canned foods and dried fruit brokers assoc. Nat. canners $2

Capitalists and financiers

Who's who in finance; a biographical dictionary of contemporary bankers, capitalists and others engaged in financial activities in the U. S. and Canada. 1911 Joseph $7.50

Cement

*Cement era. Directory of cement, gypsum and lime manufacturers. Cement $2

Directory of Amer. cement industries. Municipal

Charities

N. Y. charities directory, being an encyclopedia of social service, in or available for Greater N. Y., including a topical index to the social, civic, religious and charitable resources of the metropolis. Charity organization society $1

*U. S. Bureau of the census. Benevolent institutions. 1910 Supt. of doc. 75c

Chemicals and drugs

Era druggists' directory of the U. S., Canada, Cuba, Porto Rico, Manila and Hawaiian Islands; wholesale and retail druggists, manufacturers, importers and wholesale houses that supply the drug trade. Haynes $5

Oil, paint and drug reporter. Green book for buyers. Oil $1

Rousset, C. Annuaire des produits chimiques et de la droguerie. A classified chemical and drug directory of the world. Camille Rousset, 114 Rue et Place Lafayette, Paris, France. $6.30 imp.

*Thomas' drug trades reference book; wholesale and retail druggists, manufacturers of patent medicines and other goods sold by the drug trade. Thomas $15

Clothing

Daily trade record directory of clothing manufacturers. Cloak and suit manufacturers and piece goods selling agents of the U. S. Fairchild

*Dockham's Amer. report and directory of the clothing manufacture and cutting up trade, U. S. and Canada, incl. also manufacturers of awnings, sails, tents, flags, trunks and bags, window shades, etc. Dockham $6

*Sheldon's manufacturing trade (the cutting-up trade); manufacturers of men's, women's and children's garments, arranged in cities and states giving class

Directories, Trade, etc.—Clothing —*Cont*
of goods made, names of buyers and location of N. Y. headquarters. Phelon $2

Coal

*Coal field directory and mining catalogues of coal mining; indexed by products together with a directory of mines by states and counties. Keystone $10 Supp. $5

Cordage

*Davison's cordage, twine and duck trade; cordage and twine manufacturers of the U. S. and Canada, incl. cotton, silk, linen, flax, hemp, jute, manila and sisal; with jobbers, manufacturers' agents, city offices, selling agents. Davison $2

Corporations—New Jersey

N. J. Dept. of state. Corporations of N. J., list of certificates filed. This is supplemented by a card index of clippings from the weekly periodical "N. J. commerce and finance."

Corporations—New York City

Polk, R. L. and co.'s Trow N. Y. copartnership and corporation directory; boroughs of Manhattan and Bronx. Polk $20 incl. 8 monthly supplements

Dentists

*Polk's dental register and directory of the U. S. and Canada; list of dentists arranged by states and provinces; date and college of graduation; existing and extinct dental colleges; dental societies; laws of registration and other laws relating to the profession; dental journals and an index of dentists arranged alphabetically. Polk $10

Directors

Directory of directors in the city of N. Y. Directory of directors Co., 14 Wall st., N. Y.

Dry goods

*Sheldon's jobbing trade and city offices; jobbers in dry goods, cloths, tailors' trimmings, furnishing goods, hosiery, notions and millinery, arranged in states and cities, location of office in N. Y., names of resident buyers, the several departments and buyers; also converters of cotton goods. Phelon $2

Sheldon's N. Y. resident buyers with the firms represented by each; N. Y. packing companies with firms packed and shipped for. Phelon $1

*Sheldon's retail trade of the U. S.; representative retailers in dry goods, notions, etc. arranged in states and cities, location of office in N. Y. and name of resident and department buyers. Phelon $3

Education

*Capen, S. P. Accredited secondary schools in the U. S. U. S. Bur. of educ. Bul. 20, 1916. Supt. of doc. 15c

Henry St. Settlement, 265 Henry St., N. Y. Directory of trade, industrial and art schools in N. Y. 1909

*Patterson's Amer. educational directory; public, private and endowed schools, colleges, higher and secondary institutions of learning; the boards of education, city superintendent of schools, special supervisors and principals of high schools; a library directory, national educational associations, etc. Amer. educ. $5

*Sargent, P. A. Handbook of the best private schools of the U. S. and Canada. Sargent $2

*U. S. Bureau of education. Educational directory. Includes city, county, division, township and district superintendents; boards of trustees and presidents of universities and colleges; presidents and deans of professional schools; educational associations, periodicals, etc. U. S. bur. of education bul. 43. 1916. Supt. of doc. 20c

Electricity

*McGraw electrical directory; electric railway ed. comprising buyers' guide for electric railways and electric railway directory. McGraw $3

*McGraw electrical directory; lighting and power ed., comprising central stations, supply dealers, contractors and jobbers. McGraw $5

McGraw electric railway list. McGraw $5

McGraw electric railway manual. McGraw $7.50

*Universal electrical directory (J. A. Berly's); all the industries directly or indirectly connected with electricity or magnetism and the names and addresses of manufacturers in Great Britain, India, the colonies, the continent, etc. H. Alabaster, Gatehouse & Co., 4 Ludgate Hill, E. C., London $5.25 imp.

Directories, Trade, etc.—Electricity—*Cont*

Embroidery

O. K guide of embroidery and laces. Includes hand and shuttle machine embroidery manufacturers, handkerchief, lace and lace curtain manufacturers, etc. Meyer. $2

Engineering

*Sweet's engineering catalogue; a collection of condensed catalogues comprising materials of construction; contractors, plant, power plant equipment and allied products. Sweet

Exporting

*Amer. exporter's export trade directory; export commission houses, foreign buyers, manufacturers' export agents, foreign exchange banks and bankers, marine insurance companies, export truckmen, foreign freight forwarders in all the principal U. S. ports. Johnston exp. $3

*Export register of N. Y. Export commission houses. Export man. $10

*Exporters' encyclopedia; containing information relative to shipments for every country in the world. Exp. enc. $7.50 incl. subs. to Exporters' review

Sheldon's export trade; containing buyers in N. Y. for foreign markets, classified, giving classes of merchandise bought and countries bought for; also representatives in N. Y. of foreign houses. Sheldon, J. D. $2

Fertilizers

*Amer. fertilizer handbook and directory of the commercial fertilizer industry and allied trades directory of the cottonseed oil mills, brokers, importers and exporters, chemists, phosphate miners, sulphuric acid plants, lead burners, etc. Ware $1

Fishermen

Fishing master's assoc. Fishermen of the Atlantic; containing list of fishing vessels of the New England coast, N. Y., Florida and Nova Scotia ports.

Florists

*Amer florist company's directory of florists, nurserymen and seedsmen of the U. S. and Canada; also horticulturists, landscape architects, parks, cemeteries, botanical gardens, societies, horicultural supply concerns and catalogue firms. Amer. florist $3

Forwarders

*Bullinger's monitor guide, formerly the Counting house monitor. Detailed information in regard to steamboats, steamships and railway trains, meetings of stock companies, dividends, interest, etc. Express freight and canal shipping directions relating to N. Y. C. & suburbs. Weekly. Bullinger. $7 (Subs incl. Bullinger's post office, express and freight guide.)

Bullinger's post office, express and freight guide; containing every post office, railroad station, steamboat landing and U. S. fort in the U. S. and Canada; with the railroad or water route on which every place or the nearest communicating point is located and the shipping directions by freight line from N. Y. Other editions for other parts of the country. (With subs. for Bullinger's monitor guide)

Official guide of the railways and steam navigation lines of the U. S., Canada etc. Nat. ry. $9

Foundries

*Penton's foundry list; a directory of the gray and malleable iron, steel, brass and aluminum foundries of the U. S. and Canada. The pattern and machine shops operated in connection with these plants also are indicated. Penton $15

Fur

*Fur trade review. Directory of the fur trade. Stallknecht

Gas

*Brown's directory of Amer. gas companies, gas statistics; manufactured and natural gas companies, acetylene and gasoline town-plants, parent or operating companies, public service commissions; officers, directors, and committees of gas associations, etc. Gas $5

Glass

*Gauding, H. W. Complete directory of glass factories in the U. S. and Canada, containing tableware, bottles, window and plate glass factories; capacity of plants, lines manufactured, company

Directories, Trade, etc.—Glass—*Continued*
officials; manufacturers' and workers' organizations, cut glass plants and mold shops. Commoner $2

Groceries

*Thomas' wholesale grocery and kindred trades register of the U. S. and Canada. Incl. wholesale grocers; provision, produce, flour and feed dealers; exporters of food products, brokers, important retail grocers, department stores of $25,000 or more capital that handle groceries; warehouses and cold storage; wholesale bakers, canned food packers; jobbers, etc. confectionery, meat packers, etc. Thomas $10

Hardware

*Thomas' hardware, sporting goods and kindred trades register; wholesale and retail hardware and sporting goods dealers of U. S. and Canada. Thomas $15

Harness

*Amer. harness and saddlery directory; wholesale and retail harness manufacturers and dealers in the U. S. and Canada; also list of buyers in wholesale trade. Trade news $5

Hats

*Amer. hatter trade directory; classified lists of all branches of the hat and cap trades of the U. S. and Canada, and hat dealers in 50 foreign countries. Hat $5

Hotels

*Official hotel red book and directory of the U. S., Canada, Mexico, Cuba, Hawaii, West Indies and South Amer. cities. Official $3

World's hotel blue book. World's 10s 6d

Insurance

Annual cyclopedia of insurance in the U. S. successor to Hayden's annual cyclopedia of insurance in the U. S. Caverly $2.50

*Flitcraft, A. J. Life insurance manual; application agreements and complete policy forms of life insurance companies. Flitcraft $3

*Insurance year book; fire and marine. Spectator $6

*Insurance year book; life, casualty and miscellaneous. Spectator $6

Iron and steel

*Amer. iron and steel institute. Directory of the iron and steel works of the U. S., embracing a full list of the blast furnaces, rolling mills, steel works, bloomaries and tin and terne plate works; also classified list of wire rod mills, rail mills, structural mills, plate, sheet and skelp mills and Bessemer open hearth, crucible and steel casting works. $12

*Backert, A. O. A B C of iron and steel, with a directory of the iron and steel works and their products of the U. S. and Canada. Penton $5

National iron and steel, coal and coke blue book; a list of firms, corporations and individuals engaged in the production of iron and steel, coal and coke in the U. S. Polk $10

Ryland's colliery, iron, steel, tin-plate, engineering and allied trades directory with brands and trade marks. Eagland £1 10s

*Standard iron-steel-metal directory. Atlas $8

Jewelry

*Fogerty's directory of the jewelry and kindred trades in the U. S. Fogerty $1.50

Jewelers' Circular buyers directory of the manufacturers, importers and jobbers in the jewelry and kindred trades. Jeweler 50c

*Jobbers hand book; a complete list of manufacturing jewelers and kindred trades. Manufacturing $1

Knit goods

*Davison's hosiery and knit goods trade; a directory of the hosiery and knit goods manufacturers of the U. S. and Canada, incl. jobbers with names of buyers, large retailers, hosiery and knit goods dyers, knitting yarns, raw and thrown silk, cotton, wool and silk waste; manufacturers' agents, city offices and salesrooms of mills and selling agents. Davison $3

Lawyers

*Hubbell's legal directory for lawyers and business men; containing the names of one or more of the leading and most reliable attorneys in the principal cities and towns in the U. S. and Canada; synopsis of the laws of the states, etc. Hubbell $5

Directories, Trade, etc.—Lawyers—*Cont*

*Martindale's Amer. law directory. Martindale $15.00

Leather

Hide and Leather's year book and directory of tanners; manufacturers of glazed kid, patent kid, colt kid, morocco, etc.; manufacturers of shoes, harness, gloves and leather goods; leather and findings dealers; packers, dealers and brokers in hides, pelts, wool, tallow, furs; manufacturers and tanners, machinery, supplies, extracts, etc. Jacobsen. $5 (Incl. subs. to Hide and leather. Weekly.)

*Shoe and Leather reporter annual, shoes, leather findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world. Shoe and leather. $5 (Incl. subs. to Shoe and leather. Weekly)

Lithographers

*Trade directory of lithographers; names and addresses of all the lithographing establishments in the U. S. and Canada, showing users of offset presses and tin-printing presses, together with a selected list from foreign countries. Nat. lith. $5

Machinery

*Thomas' Amer. machinery, iron, steel and metal trades reference book of the U. S.; users of metal working machinery and tools and users of iron, steel, metals and supplies; dealers in machinery, tools, machinists, mill and engineers' and railroad supplies, iron, steel and metals, scrap iron, etc. Thomas $15

Mail order business

Annual register of supply sources; a directory of first hands in general merchandise suitable for the local and mail order merchant; consisting of 5c., 10c. and 25c specialties, etc. Mail $5

Manufacturers

*Engineering directory; jobbers, dealers and manufacturers of mill, steam, mine, heating, lighting, plumbing supplies, tools and machinery; wholesale dealers in hardware, cement mills, waterworks, gas companies, architects, textile mills, flour mills, sugar mills, manufacturers of lumber; paper and pulp mills, ice and refrigerating plants, brewers, cotton oil mills, cotton gins, etc. Crawford $5

*Hendricks' commercial register of the U. S. for buyers and sellers, with which has been incorporated The assistant buyer; especially devoted to the interests of the architectural, contracting, electrical, engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries. Hendricks $10

*Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries. Kelly 30s

*MacRae's blue book buying guide for mechanical engineering and purchasing depts of steam and electric railways, mines, contractors etc. MacRae $10

Thomas' register of Amer. manufacturers and first hands in all lines. Thomas $15

New Jersey

N. J. Bureau of industrial statistics. Industrial directory of N. J.; cities, towns and villages having a population of one hundred and over, with railroad, banking, express and postal facilities; also list of articles manufactured in N. J. with names of firms; cities and towns offering special industrial opportunities

New York State

N. Y. State Dept. of labor. Industrial directory of N. Y. state.

South

Southern industries; the Tradesman classified directory and buyers guide. Tradesman $5

Medicine

*Polk's medical register and directory of North Amer. comprising list of physicians and surgeons with school practiced and date and college of graduation; existing and extinct medical colleges; medical societies; penal, reformatory and charitable state institutions; hospitals, homes, sanitariums, dispensaries, asylums and other medical institutions; laws of registration and other laws relating to the profession, medical journals; medical libraries, a therapeutical classification of Amer. health resorts; national and inter-state medical and surgical associations, etc. Polk $10

Directories, Trade, etc. —*Continued*

Men's furnishing goods

Haberdasher directory. Haberdasher 25c

Metal goods

Rousset, C. Annuaire de la quincaillerie et des métaux. A classified directory of the hardware and metal goods trade of the world. Rousset $3 imp.

Millinery

Millinery trade review. Where to buy millinery goods; manufacturing and wholesale houses in all branches of the millinery trade, N. Y. resident buyers and the houses for which they buy. Millinery $1

Mines

International mining manual embracing the principal operating metal mines, mills, smelting and refining plants of the U. S., Mexico and Canada and coal mines of the western states. Western mining $10

*Mining manual, by W. R. Skinner; a record of information concerning mining companies, preceded by tables of crushings and gold outputs and followed by lists of mining directors, secretaries, mining and consulting engineers and mine managers. Skinner 17s

Weed, W. H. The mines hand-book. Stevens $10

Moving pictures

*Motion picture trade directory; a classified trade directory of the motion picture and allied industries; containing the names and addresses of the Amer. manufacturers of everything used in the construction, maintenance and operation of a motion picture theatre. Quarterly. Motion. Year $1.50, Single no. 50c

Municipal officers

*Engineering news. City officials of the U. S., comprising all cities and towns having more than 5,000 inhabitants. Eng. news

Newspapers and periodicals

*Ayer, N. W. and son. Amer. newspaper annual and directory; newspapers and periodicals published in the U. S., territories and Dominion of Canada. Cuba and the West Indian Islands. Ayer $5

*Chesman, N. and co. Newspaper rate book; newspapers and periodicals in the U. S., Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands having 5,000 circulation and over, with advertising rates, circulation, etc. $5

*Newspaper press directory and advertisers guide; containing particulars of every newspaper, magazine, review and periodical published in the United Kingdom and the British Isles; the continental, Amer., Indian and colonial papers and a directory of the class papers and periodicals. Mitchell 2s

Severance, H. O. Guide to the current periodicals and serials of the U. S. and Canada. Wahr $2

*U. S. Bureau of foreign and domestic commerce. Foreign publications for advertising Amer. goods, advertising rates, circulation, subscription prices, etc. Misc. ser. no. 10. Supt. of doc. 25c

Nurserymen

Amer. fruits year book and directory of nurserymen of the U. S., Canada and Europe. Amer. fruits $1

Opticians

*Blue book of optometrists and opticians in the U. S. and Canada; colleges, officers of societies, examining boards, text of the laws, wholesale jobbing houses, manufacturers, optical books, etc. Optometrist

Osteopaths

*Amer. osteopathic assoc. Directory of members and a directory of regularly graduated osteopathic physicians not members of the association. H. L. Chiles, Sec. 31 Washington St. E. Orange, N. J.,

Paper

*Lockwood's directory of the paper, stationery and allied trades. Includes paper, pulp and fibre mills, paper dealers, paper stock and rag dealers, bag and box manufacturers, specialties, stationers, trade associations, twine manufacturers, watermarks and brands. Lockwood $3

*Paper makers' directory of all nations; containing the principal paper, pulp and board mills of the world. Dean & Son $2.63 imp.

Directories, Trade, etc.—Paper —*Continued*

Printers' green book; containing a classified list of watermarked bonds, linens, writings and ledgers, as well as high grade covers and book papers, with list of prices and paper jobbers who carry the same in stock. Frandon $2

Pianos

*Fox's piano trade directory of the U. S.; piano dealers, tuners, manufacturers; names of pianos and their manufacturers, pianos containing player mechanism, manufacturers' traveling representatives, piano factory superintendents, manufacturers of piano player actions and piano supplies. Music $2

Piano and organ purchasers' guide; containing information with regard to pianos, player-pianos, piano-players, pipe and reed organs and their various makers. Music trades. 25c

Pottery

Keller's annual of the pottery and glassware trades, potteries, glass factories and glass cutting shops in the U. S. with capacity, average number of hands employed, kind of wares made, etc.; N. Y. offices of domestic and foreign manufacturers, etc. Keller $1

Pottery and glass directory and buyers guide comprising a complete alphabetical list of the pottery, china, glass, art metal and lamp manufacturers and importers in the U. S. together with a classification of the principal branches allied with these trades. O'Gorman $1

Public officers

*U. S. Bureau of the census. Official register of the U. S.; persons in the civil, military and naval service exclusive of the post office. Supt. of doc.

Publishers, booksellers and printers

*Amer. book trade manual, including lists of pub., booksellers and private book collectors. Bowker $5

Amer. library annual including Library work cumulated; bibliographies, statistics of book production, select list of libraries; list of library and book trade periodicals and organizations, library summaries etc. Bowker $5

*Printing trades blue book Lewis $3

Railroads

*Pocket list of railroad officials; containing the name of officials in charge of railroads, private car companies, telegraph and express companies, fast freight lines and transportation companies of U. S., Canada and Mexico. Quarterly Railway equip. Year $3 Single no. $1

Poor's manual of the railroads of the U. S. Poor $12

Universal directory of railway officials. Directory. 10s Subs. price 7s 0d

Universal railway manual containing valuations of the principal British, Amer. and foreign railway stocks. 1911 Macmillan $2.50

Real estate

Jackson's real estate directory; leading real estate agents, abstracters, loan companies and real estate attorneys of the U. S. and Canada. Jackson $10

*Polk's real estate register and directory of the U. S. and Canada; real estate dealers and agents and abstracters of titles, lists of non-residents commissioners of deeds, a digest of the statutes affecting real estate, U. S. public lands, etc. Polk $10

Refrigeration

Ice and refrigeration blue book; a directory of the ice making, cold storage, refrigerating and auxiliary trades; ice factories, cold stores, packing houses, breweries, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in the U. S. and Canada. Nickerson $5

Rubber

*Polyglot rubber trade directory of the U. S. and Canada. Includes classified products of rubber manufacturers, crude rubber importers and brokers, rubber machinery, tools, appliances and factory supplies; rubber goods dealers, manufacturers of reclaimed rubber, waste rubber dealers; rubber trade organizations of U. S. and foreign countries; rubber companies incorporated in 1915 and classified list of rubber trade marks. India $3.50

Sawmills

Amer. lumberman. Register of sawmill equipment. Amer. lumberman

*U. S. Bureau of foreign and domestic commerce. Directory of Amer. sawmills. Misc. ser. Supt. of doc. 25c

Directories, Trade, etc —*Continued*

Securities

*Financial review; finance, commerce, railroads. Dana $2.25

*Fitch bond book, describing the most important bond issues of the U. S. and Canada. Fitch pub. $25

Manual of statistics; stock exchange handbook; railroad, industrial and government securities; stock exchange quotations; mining, grain and provisions; cotton, money, bank and trust companies. Manual $5

Moody's analyses of investments. 2v Moody's investors service $25

*Moody's manual of railroads and corporation securities. 3v Moody man. $25

Mundy, F. W. Earning power of railroads; mileage capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc. Oliphant. $2.50

*Poor's manual of industrials; manufacturing, mining and miscellaneous companies. Poor $10

Smythe, R. M. Obsolete Amer. securities and corporations illustrated with photographs of important repudiated bonds. 1904-1911 2v Smythe $5

Stock exchange, London. Stock exchange official intelligence; being a carefully revised précis of information regarding British, Amer. and foreign securities

Ticker book and manual of the tape; a key to the sign language of the ticker, with a description of every corporation whose securities are quoted thereon. Quarterly Stock $5

Universal railway manual; containing valuations of the principal British, Amer. and foreign railway stocks. 1911 Macmillan $2.50

Shipping

*Blue book of Amer. shipping; marine and naval directory of the U. S.; statistics of shipping and ship building in Amer. Penton $5

Dept. of marine and fisheries of Canada. Port directory of Canada

*Directory of shipowners, shipbuilders and marine engineers. Directory 10s Subs. price 7s 6d

Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of ship-owners, ship brokers, and ship-masters; originally comp. by C. D. Urquhart. Philip $10 imp.

*Lloyd's register of shipping. 2v. Lloyd's 71 Fenchurch St. London £6 6s

*Shipping world year book; a desk manual in trade, commerce and navigation; port directory of the world, tariffs of all nations, etc. Shipping 11s

*U. S. Bureau of navigaton. List of merchant vessels of the U. S. with official numbers and signal letters and list of vessels belonging to the U. S. government with distinguishing signals. Supt. of doc. 75c

U. S. Steamboat inspection service. List of officers of merchant, motor and sail vessels licensed. Steamboat inspection service. Supt. of doc. 15c

Silk

*Davison's silk trade; a directory of the silk manufacturers of the U. S. and Canada including silk jobbers, retailers, silk dyers, manufacturers' agents, city offices and salesrooms of silk mills, and "cutting-up" trade of N. Y. city and a classified directory of manufacturers of all kinds of silk goods. Davison $3

Sporting goods

*Sporting goods publishing co. Directory of the sporting goods trade. Spink

Storage warehouses

Transfer and storage pub. corp. 35-37 W. 39th St., N. Y. Transfer and storage directory $3

Streets

*U. S. post office dept. Street directory of the principal cities of the U. S., embracing letter carrier offices established to April 30, 1908. 5th ed 1908 Supt. of doc. $3.50

Sugar

Gilmore, A. B. Directory of Louisiana sugar planters; embracing all who manufacture sugar and the larger ones who only grow cane; showing capacity, location of every factory and areas in cultivation on the plantations, also the buyers for the sugar factory companies. A. B. Gilmore, 520 Gravier St., New Orleans, La. $2

Directories, Trade, etc — *Continued*

Tea, coffee and spices

*Ukers' tea and coffee buyers' guide to first hands in the tea, coffee, spice and fine grocery trades; being a carefully compiled list of the leading supply houses in the U. S. and foreign countries. Tea $1

Telephones

*Telephony's directory of the telephone industry. Includes independent companies, Bell information, telegraph and cable companies, national and state telephone associations, national and state public service commissions, directory for telephone apparatus and accessories. Telephony $5

Textiles

Davison's textile blue book, U. S. and Canada; cotton, woolen, silk, jute, flax and linen manufacturers, dyers, bleachers and print works, commission merchants, converters and brokers; cotton, wool, hair, waste and rag dealers; raw, thrown and spun silk dealers; classified directory of cotton and woolen mills and a textile supply directory. Davison $4

*Official Amer. textile directory containing reports of all the textile manufacturing establishments in the U. S. and Canada together with the yarn trade index and lists of converters in lines of business selling to or buying from textile mills. Bragdon $3 (Free with subs. to Textile world record)

Theatres

Gus Hill's national theatrical directory. Includes theatres, vaudeville theatres, moving picture houses, film exchanges, hotels, newspapers, billing; theatrical managers, producers and banking agents, representative attorneys, etc. Hill $2

Tobacco

New tobacco trade directory. Includes cigar and tobacco manufacturers, leaf tobacco dealers, wholesale dealers and jobbers, company stores, cigar and tobacco brokers and cigar box manufacturers. Mead $2

Traveling goods

*Smith, P. L. Directory of the leading retail dealers of the U. S. and Canada selling trunks, leather goods and umbrellas; comprising specialty, department stores, clothing, furnishing and harness stores, etc. Perry L. Smith, 119 S. 4th St., Phila. $4

Trust companies

*U. S. mortgage and trust co., 55 Cedar St., N. Y. Trust companies of the U. S., and Cuba; statements of condition, incl. Canada, Hawaii and Cuba; statements of condition, names of officers, of directors, stock quotations, dividend rates, etc

United States Congress

*U. S. Congress. Official congressional directory for the use of the U. S. Congress. Supt. of doc. 60c

Waste

*Waste trade directory; containing names, address and rating of dealers, merchants, brokers, importers, exporters, manufacturers and consumers in U. S., Canada and Europe who buy, sell or consume scrap iron, metal, rubber, cotton rags, woolen rags, paper stock, old rope, cotton and wool waste etc. Atlas $4

See also Year books

Directors

List of directors of national, state and savings banks and trust companies of the principal cities of the U. S. (In Bankers register).

N. Y. City

Directory of directors in the city of N. Y.

Polk, R. L. & co.s Trow, N. Y. copartnership and corporation directory; boroughs of Manhattan and Bronx. Polk $20

Discount

*Warburg, P. M. Discount system in Europe. 1910 (Nat. monetary com.).

See also Banks and banking: Interest

Discoveries and inventions of the twentieth century. Cressy, E. 1915

Dispensaries

Directories

Polk's medical register and directory of North Amer.

See also Charities: Directories

Display window lighting. Godinez, F. L. 1914

Distribution of incomes in the United States. Streightoff, F. H. 1912

Distribution of ownership. Underwood, J. H. 1907

Distribution of wealth. See Wealth

Dividend law and some of its applications. Hurtt, J. M. 1909

Dividend to labor. Gilman, N. P. 1899

Dockrell, T. E.

Law of mental domination as proved by history and applied to selling and advertising. Commercial 1914 $1.10

Docks

Dry docks and marine railways of Great Lakes, seaboard and rivers and of the United States navy. (In Blue book of Amer. shipping.)

*Lloyd's register of shipping. 2v

See also Ports

Doctors—Directories. See Dentists—Directories; Osteopaths—Directories; Physicians and surgeons—Directories

Documents. See Government publications; State publications

Dodd, A. F.

History of money in the British empire and the United States. 1911 Longmans $1.60

Dondlinger, P. T.

Book of wheat. 1908 Judd $2

Dos Passos, J. R.

Commercial mortmain. 1916 Bench $1.25

Douglas, A. H.

Elements of commercial law. 1909 Pitman $1

Drachman, P.

Industrial development and commercial policies of the Scandinavian countries. 1915 Oxford $1.50

Dresser, H. W.

Human efficiency. 1912 Putnam $1.50

Dressmaking business

Dressmakers' dictionary. 1916 Goddard 25c

Droege, J. A.

Freight terminals and trains, incl. a revision of Yards and terminals. 1912 McGraw $5

Drug trade

Mason, H. B. Druggist and his profits; a practical manual for druggists, describing how a retailer may learn the facts about his expenses and profits and how he may see these facts in the detailed and systematic improvements of his business. 1915

Advertising

See Advertising—Drug trade

Directories

Era druggists' directory of the United States, Canada, Cuba, Porto Rico, Manila and Hawaiian Islands; wholesale and retail druggists, manufacturers, importers and wholesale houses that supply the drug trade.

Rousset, C. Annuaire des produits chimiques et de la droguerie. A classified chemical and drug directory of the world

*Thomas' drug trades reference book; wholesale and retail druggists, manufacturers of patent medicines, manufacturers of other goods sold by the drug trade.

Periodicals

Oil, paint and drug reporter. Weekly

Drummers. See Commercial travelers

Drury, H. B. Scientific management. 1915 Longmans $1.75

Dry docks. See Docks

Dry goods trade

Adams, F. M. Dry goodsman's handy dictionary; a book of reference containing definitions and systematic explanations of upwards of 2,200 words, terms and expressions used in dry goods and general store work and connected industries, to which is appended many useful tables and a defined list of shoe and leather trade terms. 1912

Baker, W. H. Dictionary of men's wear embracing all the terms (so far as could be gathered) used in the men's wear trades expressive of raw and finished products and of various stages and items of production; selling terms, trade and popular slang and cant terms . . . with an appendix containing sundry useful tables; the uniforms of "ancient and honorable" independent military companies of the United States; charts of correct dress; livery and so forth 1908

Cole, G. S. Encyclopedia of dry goods, a reference book for the wholesale and retail dry goods trade of the U. S. containing a descriptive list of all the standard fabrics, garments, and related articles of merchandise handled by the general dry goods trade of the U. S. together with a history of cotton, silk, wool, flax, jute, ramie, hemp and other commercial fibres, and a full description

Dry goods trade — *Continued*

of process of carding, spinning, weaving, and bleaching, dyeing and printing. 1900

See also Accounting—Department stores; Advertising; Department stores; Glove trade—Statistics; Retail trade

Directories

Dry goods commission merchants and manufacturers' agents. (In Davison's textile blue book. U. S. and Canada.)

Dry goods jobbers who handle silk goods with name of buyers for silk departments. (In Davison's silk trade.)

General stores carrying leather goods. (In Shoe and leather reporter annual.)

Jobbers and department stores. (In Dockham's Amer. report and directory.)

Manufacturers' selling agents and dry goods commission houses in the principal cities in the United States (In Official Amer. textile directory.)

*Sheldon's jobbing trade and city offices, containing jobbers in dry goods, cloths, tailors' trimmings, furnishing goods, hosiery, notions and millinery giving location of office in New York; names of resident buyers, departments and buyers; also converters of cotton goods.

*Sheldon's New York resident buyers with the firms represented by each; New York packing companies with firms packed and shipped for.

*Sheldon's retail trade of the United States containing representative retailers in dry goods, notions, etc.; giving location of office in New York and names of resident and department buyers.

See also Clothing trade—Directories; Cotton goods trade—Directories; Department stores—Directories; Embroidery trade—Directories; Fur trade—Directories; Glove trade—Directories; Handkerchief trade—Directories; Hat trade—Directories; Hosiery trade—Directories; Knit goods trade—Directories; Lace trade—Directories; Men's furnishing goods trade—Directories; Millinery trade—Directories; Novelties—Directories; Retail trade—Directories; Silk trade—Directories; Trunk and traveling bag trade—Directories; Umbrella trade—directories; Underwear trade—directories

Periodicals

*Dry goods economist. Weekly

Duce, H. C.

Poster advertising. 1912 Poster ad.

Dudley, G. O.

Corporation accounting including exercises in special accounting problems of the large corporation. 1914 Bliss $1

Dudley, W. A.

Finance and life insurance. 1916 Missouri $5

Dumas, J.

Registering titles to land. 1900 Callaghan $1.50

Dunbar, C. F.

Chapters on the theory and history of banking. 1891 Putnam $1.25

Dunbar, D. E.

Tin-plate industry. 1915 Houghton $1

Duncan, J. C.

Principles of industrial management. 1914 Appleton $2

Dunham, H. P.

Business of insurance. 3v 1912 Ronald $10

Dunmore, W. T.

Ship subsidies. 1907 Houghton $1

Dunn, S. O.

American transportation question. 1912 Appleton $1.50

Current railway problems. 1911 Railway 25c

Government ownership of railways 1913 Appleton $1.50

Durand, E. D.

Trust problems. 1915 Harvard $1

Durell, F.

Fundamental sources of efficiency. 1914 Lippincott $2.50

Duties and liabilties of bank directors. Alcorn, E. G. 1915

Duties. See Tariff

Dwyer, I. E.

Business letter. 1914 Houghton $1.25

Dyers

Directories

Bleaching, dyeing, printing and finishing. (In Official Amer. textile drectory.)

Dyers and finishers of silk goods. (In Davison's silk trade.)

Dyers, finishers and bleachers of hosiery, knit goods, knitting yarns, etc. (In Davison's hosiery and knit goods trade.)

Dyers, finishers, print works and bleacheries. (In Davison's textile blue book, U. S. and Canada.)

Dyes and Dyeing

Statistics

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

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Earling, P. R.
Whom to trust. 1890 Rand $2.90

Earning power of railroads. Mundy, F. W.

Eastman, G. R.
Psychology for business efficiency. 1916 Service $2
Psychology of salesmanship. 1916 Service $2

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Tate's modern cambist. 1912 Wilson, E. 12s

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Education for efficiency in railroad service. 1909 Supt. of doc. 15c
Handbook of railroad expenses. 1913 McGraw $3

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How to do business. 1896 Walter $2.50

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Portland cement industry from a financial standpoint. 1909 Moody $2

Eckhardt, H. M. P.
Rational banking system. 1911 Harper $1.50

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Economic causes of great fortunes. Youngman, A. 1909

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*Assoc. adv. clubs of the world. Educational research committee. Report of merchandizing investigation. 1915, 1916, 1917
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Information; a digest of current events. Monthly
Mitchell, W. C. Business cycles. 1913 (Memoirs of the Univ. of Cal.).
*Moore, H. L. Economic cycles; their law and cause. 1914
*Public affairs information service; a cooperative clearing house of public affairs information on business, legislation and public affairs in general. Material listed is supplied to cooperators free or at cost of copying. Weekly
Smith, J. R. Commerce and industry. 1916
See also Banks and banking; Business; Capital; Commerce; Export trade; Finance; Import trade; Industry; Labor and laboring classes; Prices; Tariff; Taxation; Wages; Wealth; also heading Economic conditions under names of countries

Economic conditions

United States

For a price list of valuable pamphlets on this subject, which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these publications may be obtained from the U. S. bureau of foreign and domestic commerce or through your congressman.

Amer. acad of pol. and soc. science. The American industrial opportunity. 1915
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*—and Thompson, C. M. Readings in the economic history of the U. S. 1916
Callender, G. S. Selections from the economic history of the U. S., 1765-1860, with introductory essays. 1909
Dahlinger, C. W. New agrarianism: a survey of the prevalent spirit of social unrest, and a consideration of the consequent campaign for the adjustment of agriculture with industry and commerce. 1913
Gregory, M. H. Checking the waste; a study in conservation. 1911
*Hasse, A. R. Index of economic material in the documents of the states of the U. S. Prepared for and under the direction of the dept. of economics and sociology of the Carnegie Institution, Washington, D. C.

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Economic geography. See Commercial geography

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*Carver, T. N. Principles of rural economics. 1911

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*Ely, R. T. Outlines of economics. 1915

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*Laughlin, E. L. Latter day problems. 1917

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*Mill, J. S. Principles of political economy, with some of their applications to social philosophy. 1880

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*Seager, H. R. Principles of economics. 1913

*Seligman, E. R. A. Principles of economics. 1914

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*Taussig, F. W. Principles of economics. 2d ed 2v 1915

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Economics —*Continued*

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*Economic world; formerly Market world and chronicle. Weekly

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* American fertilizer handbook, and directory of the commercial fertilizer industry and allied trades; directory of the cottonseed oil mills, brokers, importers, exporters, chemists, phosphate miners, sulphuric acid plants, lead burners, etc.

Phosphate mines including fertilizer manufacturers. (In Southern industries.)

Fiber trade

Directories

Fiber brokers and importers including burlaps and bagging. (In Davison's cordage, twine and duck trade.)

Fidelity insurance. See Insurance—Surety and fidelity

Fiduciary accounting. Madden, J. T. 1913

***Field, M.**

Famous legal arguments. 1897 Sprague $1

Field practice. Nat. fire protection assoc. 1914

Fifty years in Wall street. Clews, H. 1908

Fifty years of a civilizing force. Brearley, H. C. 1916

Fight for conservation. Pinchot, G. 1910

Files and filing (documents)

Cope, E. A. Filing systems, their principles and their application to modern office requirements. 1913

Davies, J. P. Indexing, filing systems, etc. (In his Engineering, office systems and methods. pp. 407-457.)

*Hudders, E. R. Indexing and filing; a manual of standard practice. 1916

*Risque, F. W. Loose leaf books and systems for general business. 1907

Wagemaker, I. Comprehensive textbook on business and office systematizing, vertical filing systems, filing devices, card ledger systems, profit showing system for a wholesale or manufacturing business, etc. 1907

Files and filing (documents)—*Continued*

Wigent, W. D. Modern filing; a text book on office systems. 1916

See also Card system in business; Catalogue making (Business); Indexes and indexing.

Filing systems. Cope, E. A. 1913

Fillebrown, C. B.

A B C of taxation. 1909 Doubleday $1.20

The principles of natural taxation. 1917 McClurg $1.50

Taxation. 1914 McClurg 50c

Film trade

Directories

Raw films; feature, educational and commercial films. (In Motion picture trade directory.)

Filsinger, E. B.

Exporting to Latin America. 1916 Appleton $3

Finance

Andrew, A. P. Financial diagrams. 1910 (Nat. monetary com.)

Babson, R. W. Business barometers used in the accumulation of money; a text book on fundamental statistics for merchants, bankers, and investors. 1910

*Bastable, C. F. Public finance. 3d ed 1903

*Cleveland, F. A. Funds and their uses; a book describing the methods, instruments and institutions employed in modern financial transactions. 1902

Financial diary. Annual

*Financial review; finance, commerce, railroads.

Gibson, T. Manual.

*Hirst, F. W. Credit of nations. 1910 (Nat. monetary com.)

Lawson, W. R. British war finance. 1914-15. 1915

Liesse, A. Evolution of credit and banks in France from the founding of the Bank of France to the present time. 1909 (Nat. monetary com.)

Money, banking and general financial and commercial statistics. (In Manual of statistics; stock exchange handbook.)

Moulton, H. G. Principles of money and banking; a series of selected materials with explanatory introductions. 1916

Nat. monetary com. Publications. 24 v.

*Pan American financial conference. Proceedings

*Powell, E. T. Mechanism of the city, an analytical survey of the business activities of the city of London. 1910

Public affairs information service. Weekly

Rollins, M. Money and investments; a reference book for the use of those desiring information in the handling of money or the investment thereof. 2d ed 1910

Smith, H. I. Financial dictionary. 1903

Turner, E. H. Repayment of local and other loans; sinking funds. 1913

U. S. Supt. of documents. Price list of government publications pertaining to revenue taxation, banking, appropriations, agricultural credit, coinage, panics, for sale by the Supt. of documents, Washington, D. C. Mar 1916

*Withers, H. International finance. 1916

See also Auditing; Bank of England; Bank of France; Bankers; Bankruptcy; Banks and banking; Bonds; Capital; Capitalists and financiers; Commerce; Corporations—Finance; Credit; Currency question; Debts, Public; Economics; Exchange; Federal reserve banks; Income; Insurance; Interest; Investments; Money; Municipal finance; Panics; Prices; Securities; Sinking funds; Speculation; Stock exchange; Stocks; Tariff; Taxation; Trust companies; Trusts; Wealth

United States

Andrew, A. P. Financial diagrams. 1910 (Nat. monetary com.)

*Brandeis, L. D. Other people's money and how the bankers use it. 1914

*Dewey, D. R. Financial history of the United States. 4th ed 1912

Kemmerer, E. W. Seasonal variations in the relative demand for money and capital in the United States; a statistical study. 1910 (Nat. monetary com.)

Noyes, A. D. Forty years of American finance; a short financial history of the government and people of the United States since the civil war, 1865-1907.

See also Bank of the United States; Banks and banking—United States; Federal reserve banks

Finance and life insurance. Dudley, W. A. 1916

Finances of gas and electric light and power enterprises. Marks, W. D. 1905

Finances of the city of New York. Ma, Y. C. 1914

Financial advertising. Borsodi, W. 1909

Financial crises. See Panics

Financial crises and periods of industrial and commercial depression. Burton, T. E. 1912

Financial diagrams. Andrew, A. P.

Financial diary: annual. Financial calendar co. $4

Financial history of the United States. Dewey, D. R. 1912

Financial periodicals

*The annalist: a magazine of finance, commerce and economics. Weekly

*Bankers magazine. Monthly

Chicago banker; a weekly paper devoted to the banking and financial interests of the Middle West

*Commercial and financial chronicle; including bank and quotation section, railway earnings section, railway and industrial section, bankers convention section. Weekly

Commercial West; representing banking, western investments, milling and grain, the northwest, central Pacific west, the southwest. Weekly

*Economic world formerly Market world and chronicle. Weekly

*Financial age: devoted to the interests of the members of the American bankers association and state associations. Weekly

Financial America. Daily

*Financial world. Weekly

Investment bankers association of America. Bulletin. Weekly.

Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly

Journal of commerce and commercial bulletin. Daily

*Journal of the American bankers assoc. Monthly

*Magazine of Wall street. Bi-weekly

Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the United States of America. Monthly

*Statist; a journal of practical finance and trade. London. Weekly

*Trust companies. Monthly

United States securities, government finance, economics and financial conditions. National city bank. Monthly

*Wall street journal. Daily

Financiers. See Capitalists and financiers

Financing an enterprise. Cooper, F. 1915

Financing foreign sales. De Lima, E. A. 1916 (Course in foreign trade, v. 8. pt. 1)

Financing the wage earner's family. Nearing, S. 1913

Finch, J. A.

Federal anti-trust decisions. 2v 1907 Supt of doc. $2

Fire alarms

Municipal electric fire-alarm signaling systems. (In U. S. Bureau of the census. Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems)

Fire departments

Directories

Fire departments and water supply; a compilation showing the water supply and fire appliances of the cities, towns and villages of the United States and Canada. (In Insurance year book; fire and marine.)

See also Fire alarms; Fire marshals

Fire insurance. See Fire protection and prevention; Fires; Insurance—Fire

Fire insurance agent and his agency. Allebach, R. K. S. 1909

Fire insurance and how to build. Moore, F. C. 1903

Fire insurance hand-book. Coles, W. S 1909

Fire insurance laws, taxes and fees. Spectator co.

Fire marshals

State fire marshals. (In Insurance year book; fire and marine.)

Fire prevention and fire protection. Freitag, J. K. 1912

Fire protection and prevention

Brearley, H. C. Fifty years of a civilizing force; an historical and a critical study of the work of the National board of fire underwriters. 1916

Croker, E. F. Fire prevention. 1912

Crosby, E. U. Crosby-Fiske handbook of fire protection. 4th ed 1909

Freitag, J. K. Fire prevention and fire protection. 1912

Fire protection and prevention —*Continued*

*McKeon, P. J. Fire prevention; a treatise and text book on making life and property safe against fire; for inspectors, fire marshals, business men, building managers, shop foremen, superintendents of institutions, janitors, engineers, matrons and housekeepers. 1912

Nat. board of fire underwriters. Proposed standard schedule for grading cities and towns of the United States with reference to their fire defenses and physical conditions. 1915

*Nat. fire protection assoc. Field practice; an inspection manual for property owners, fire departments and inspection officers, covering fire hazards and their safeguarding and fire protection and upkeep. 1914

*Spectator co. Fire prevention and protection. 1916

Steeb, G. V. Agents' and inspectors' pocketbook of fire protection. 1902

See also Fire departments; Fire proof construction; Insurance—Fire

Fire-proof construction

*Fitzpatrick, F. W. Fire proof construction. 1914

Fire-rating as a science. Dean, A. F. 1901

Fires

Freitag, J. K. Fire prevention and fire protection. 1912

Statistics of fires in American and foreign cities. (In Insurance year book: fire and marine.)

First and second banks of the United States. Holdsworth, J. T. 1910

First book in business methods. Teller, W. P. 1911

First year in bookkeeping and accounting. MacFarland, G. A. 1913

Fischer, L. E.

Economics of interurban railways. 1914 McGraw $1.50

Fish, C. R.

American diplomacy. 1915 Holt $2.75

Fish, J. C. L.

Engineering economics. 1915 McGraw $2

Fisher, I.

Elementary principles of economics. 1912 Macmillan $2

Nature of capital and income. 1912 Macmillan $3

Purchasing power of money. 1911 Macmillan $3

Rate of interest. 1907 Macmillan $3

Why is the dollar shrinking? 1914 Macmillan $1.25

—and others

How to invest when prices are rising; 1912 Sumner $1

Fishing trade

Directories

*Fishing masters' association. Fishermen of the Atlantic.

Fisk, G. M.

International commercial policies. 1907 Macmillan $1.25

Fisk, J. W.

Retail selling 1916 Harper $1

Fiske, A. K.

Honest business. 1914 Putnam $1.25

Modern bank. 1904 Appleton $1.50

Fitch, A. N.

New commercial law. 1910 Amer. bk. $1.05

Fitch bond book. 1914 Fitch pub. $25

Fitzpatrick, F. W.

Fireproof construction. 1914 Amer. sch. of cor. $2

Five and ten cent stores

See also Department stores; Retail trade

Directories

Annual register of supply sources; a directory of general merchandise suited for five, ten and twenty-five cent specialties.

Periodicals

National 5, 10, and 25c magazine. Monthly

Novelty news. Monthly

Retailing. Monthly

Flag trade

Directories

Awning, sail, tent and flag manufacturers. (In Dockham's Amer. report and directory.)

See also Textile trade—Directories

Fleming, R. D.

Railroad and street transportation. 1916 Sage foundat. 25c

Florists

Directories

*American florists company's directory of florists, nurserymen and seedsmen of the United States and Canada.

Flour trade

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of Documents, Washington, D. C.

See also Grain industry

Flour trade—*Continued*

Directories

Flour mills in the United States. (In Engineering directory.)

Periodicals

Flour, hay, grain and feed. Monthly

Floy, H.

Valuation of public utility properties. 1912 McGraw $5

Value for rate-making 1916. McGraw $4

Flügel-Schmidt-Tanger German and English dictionary. 2v 1896 Stechert $4.50

Flux, A. W.

Swedish banking system. 1910. (Nat. monetary com.) 61st Cong. 2d sess. Sen. doc. 576 Supt. of doc. 25c

Foltz, E. K.

Federal civil service as a career. 1909 Putnam $1.50

Food trade

Directories

See Baking trade—Directories; Brewing trade—Directories; Coffee trade—Directories; Fishing trade—Directories; Flour trade—Directories; Fruit industry—Directories; Grain trade—Directories; Grocery trade—Directories; Packing house trade—Directories; Produce trade—Directories; Spice trade—Directories; Sugar trade—Directories; Tea trade—Directories

Periodicals

National provisioner. Weekly

Foote, H. M., and Tracewell, R. J.

Analysis and interpretation of the federal income tax law. 1914 Roberts, W. F. $1.50

Footwear. See Shoe trade—Directories

For better relations with our Latin American neighbors, a journey to South America. Bacon, R. 1916

Forbes, B. C.

Finance, business, and the business of life. 1915 Forbes $1

Ford, H. J.

Cost of our national government. 1910 Lemcke $1.50

Ford, J.

Cooperation in New England, urban and rural. 1913. (Russell Sage foundation) Survey $1.50

Ford methods and Ford shops. Arnold, H. L. 1915

Foreign commercial correspondent. Baker, C. E. 1901

Foreign credits. Wolfe, A. J. 1913

Foreign exchange. See Exchange; Money

Foreign exchange text book; an elementary treatise on foreign exchange. Brooks, H. K. 1908

Foreign mail service

U. S. Dept. of commerce. Factors in foreign trade; language, currency, weights and measures, postal rates, and parcel-post facilities. 1912

U. S. Post office dept. Schedule of steamers appointed to convey mails to foreign countries. Monthly

See also Export trade

Foreign stock exchange practice. Greenwood, W. J. 1911

Foreign trade. See Commerce; Export trade

Forgery

*Ilingston, W. E. Forgeries and false entries. 1909

Protective department of the American bankers association. (In Journal of the American bankers assoc.)

See also Counterfeit and counterfeiters

Forms (law)

Int. lib. of technology. Book of forms. 1903

*Jones, L. A. Legal forms, including forms in conveyancing together with general legal and business forms. 1909

See also Commercial law; Contracts; Conveyancing

Forms for national and state banks. Amer. bankers' assoc. 1913

Forms of account books for various classes of business. Johnston, J. G.

Forse, W. H.

Electric railway auditing and accounting. 1908 McGraw $2

Fortunes. See Millionaires; Wealth

Forty years an advertising agent, 1865-1905. Rowell, G. P. 1906

Forty years of American finance. Noyes, A. D. 1909

Forwarders

Talbot, H. A. Export forwarder. 1916 (In Course in foreign trade. v.4, pt. 3.)

Directories

Bullinger's monitor guide. Weekly

Bullinger's post office express and freight guide; containing every post office, railroad station, steamboat landing and United States fort in the United States and Canada; with the railroad or water

Forwarders—Directories—*Continued*

route on which every place or the nearest communicating point in located and the shipping directions by freight line from New York city

Cram's standard American railway systems of the world; showing all the railway systems in colors; accompanied by a complete and simple index of the United States, showing the true location of all railroads, towns, villages and post offices that have a name or contain a store. 1905

Export truckmen, foreign freight forwarders in all of the principal United States ports. (In Amer. exporters' export trade directory.)

Representative freight forwarders, freight brokers, foreign express companies and custom-house brokers. (In Exporters' encyclopedia.)

Transfer and storage pub. corp. Transfer and storage directory.

See also Express service; Freight and freightage; Parcel post; Postal service; Shipment of goods

Fosbroke, G. E.

Character reading through analysis of the features. 1914 Putnam $1.50

Foster, H. A.

Engineering valuation of public utilities and factories. 1912 Van Nostrand $3

Foundry trade

Directories

Iron, steel, brass and aluminum founders. (In Ryland's colliery, iron, steel, tinplate, engineering and allied trades.) Great Britain only.

*Penton's foundry list; a directory of the gray and malleable iron, steel, brass and aluminum founders of the United States and Canada.

Rousset, C. Annuaire de la quincaillerie et des métaux. A classified directory of the hardware and metal goods trade of the world.

See also Iron and steel trade—Directories; Metal trade—Directories

Four centuries of the Panama canal. Johnson, W. F. 1906

Fourteen methods of operating in the stock market. Magazine of Wall street. 1916

Fowler, C. E. Law and business of engineering and contracting. 1909 McGraw $2.50

Fowler, C. N.

Seventeen talks on the banking question. 1913 Financial reform $2.50

Fowler, N. C.

Building business. 1893 Oakwood $3.50

How to get and keep a job. 1912 Oakwood $1.25

How to sell. 1915 McClurg $1

Practical salesmanship. 1912 Little $1

Starting in life. 1910 Little $1.50

Fox, I. P., and Forbes, B. A.

One thousand ways and schemes to attract trade. 3d ed 1912 Spatula $1

France

Banks and banking

See Banks and banking—France

Franchises, Municipal. See Municipal franchises

Frank, R. J.

Commentary on the science of organization and business development. 3d ed 1911 Chicago com. $2.75

Frankel, L. K., and Dawson, M. M.

Workingmen's insurance in Europe. 1910 (Russell Sage foundation) Charities $2.50

Franklin, B. A.

Cost reports for executives as a means of plant control. 1913 Engineering $5

Experiences in efficiency. 1915 (Works management lib.) Engineering $1

Franklin, F.

Cost of living. 1915 Doubleday $1

Fraud in accounts. 2d ed 1910 (Accountant's lib. v.30)

Frechette, H.

Report on the non-metallic minerals used in the Canadian manufacturing industries. 1915 Canada. Dept. of mines.

Free trade. See Tariff

Free trade vs. protection. Eaton, A. M. 1913

Freeman, W. C.

One hundred advertising talks. 1912 Winthrop $1

Freeman, W. G.

World's commercial products. 1907 Ginn $3.50

Freight and freightage

*American commerce association. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal; between points in North America and points in foreign countries. For contents see under American commerce association.

Freight and freightage—*Continued*

*Bullinger's post office, express and freight guide; containing every post office, railroad station, steamboat landing and United States fort in the United States and Canada; with the railroad or water route on which every place or the nearest communicating point is located and the shipping directions by freight line from New York city. (Also publish editions for other parts of the country)

Dewsnup, E. R. Freight classification. 4v 1913

*Droege, J. A. Freight terminals and trains, including a revision of Yards and terminals. 1912

*Getzler's transportation rates; freight rates, express and parcel post rates from New York, Chicago, Philadelphia, St. Louis, Boston, Cleveland, Baltimore, Detroit; also through freight rates between the cities of the central, middle and New England states. 1915 (With supplements)

Interstate commerce commission. National car demurrage rule and explanations. 1916

——. Decisions, rules, acts, standards of safety appliances. Issued irregularly.

King, C. L. Study of trolley light freight service and Philadelphia markets in their bearing on the cost of farm produce. 1912

*Morton, J. F. Routing freight shipments. 1913

*Strombeck, J. T. Reducing freight charges. 1913

*Trimpe, W. T. Freight claims. 1913

U. S. Dept. of agriculture publishes bulletins on freight rates for farm produce which may be obtained from the department or by addressing Supt. of documents, Washington, D. C.

See also Carriers; Demurrage; Forwarders; Railroads—Rates; Shipment of goods; Shipping—Rates; Transportation

Freight classification. Strombeck, J. F. 1912

Freight rates. See Freight and freightage; Railroads—Rates; Shipping—Rates

Freight terminals and trains. Droege, J. A. 1912

Freitag, J. K.

Fire prevention and fire protection. 1912 Wiley $4

French, G.

Advertising. 1915 Ronald $2

Art and science of advertising. 1909 Ronald $2

How to advertise. 1917 Doubleday $2

French language

Dictionaries

Scholl, G. Phraseological dictionary of commercial correspondence in the English and French languages. 4th ed. 1911

*Spiers and Surenne's French and English pronouncing dictionary. 1905

Frost, T. G.

Treatise on guaranty insurance and compensated suretyship. 1909 Little $6

Treatise on the federal income tax law of 1913. Bender

Fruit industry

For a price list of valuable pamphlets which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained on application from the Department of agriculture and the Department of commerce or through your congressman

*Adams, F. V. Conquest of the tropics; the story of the creative enterprises conducted by the United fruit company. 1914

Fuess, C. J.

How to sell property. 1914 Goodenow $1

Fundamental sources of efficiency. Durell, F. 1914

Funds. See Sinking funds

Funds and their uses. Cleveland, F. A. 1912

Fur trade

*Harding, A. R. Fur buyers' guide; complete instructions about buying, handling and grading raw furs, including size, color, quality, as well as when, where and how to sell. 1915

Directories

*Fur trade review. Directory of the fur trade

Furniture industry—Accounting. See Accounting—Furniture industry

Future method of investing money. Babson, R. W. 1914

Future of South America. Babson, R. W. 1915

Future of the railroads. Babson, R. W. 1914

Future of the working classes. Babson, R. W. 1914

Future of trades unionism and capitalism in a democracy. Eliot, C. W. 1910

G

Gahagen, W. R.

How to conduct the real estate insurance and general brokerage business. 1916 Realty bk. co. $1

Galloway, L.

Advertising. (In Advertising, selling and credits. 1911. pt. 1. Alex. Hamilton inst. Mod. bus. v. 9.)

Business organization. (In Organization, correspondence, transportation. 1911. pt. 1. Alex. Hamilton inst. Mod. bus. v. 2.)

Credit and the credit man. (In Advertising, selling and credits. 1911. pt. 3. Alex. Hamilton inst. Mod. bus. v. 9.)

Galvanizing trade

Directories

Galvanizers (In Standard iron-steel-metal directory)

Gannett, H.

Commercial geography. 1913 Amer. bk. $1.25

Gano, D. C.

Commercial law. 1913 Amer. bk. $1

Gantt, H. L.

Industrial leadership. 1916 Yale $1

Work, wages and profits. 2d ed. 1913 (Works management lib.) Engineering $2

Garcke, E., and Fells, J. M.

Factory accounts. 5th ed. 1912 McGraw $2.50

Gardeners, Landscape. See Landscape architects—Directories

Gardner, E. H.

Effective business letters; their requirements and preparation, with specific directions for the various types of letters commonly used in business. 1916 Ronald $2

Gardner, J. P.

Moneys of the world. 1909 Bankers 50c

Garment trade. See Cloak and suit industry; Clothing trade

Garment trades. Bryner, E. 1916

Garrison, C. L.

How to conduct a successful shoe store. 1908 Boot and shoe $1

Garrison, E. E.

Accounting every business man should know. 1909 Doubleday $1.20

Gas companies

Accounting

See Accounting—Gas companies

Directories

*Brown's directory of American gas companies; gas statistics, manufactured and natural gas companies, acetylene and gasoline town-plants, parent or operating companies, public service commissions; officers, directors, and committees of gas associations, etc.

See also Corporations—Securities; Public service corporations

Gasoline. See Petroleum

Gazetteers

Information of this character is very extensive. No attempt has been made to list general gazetteers. Of special value are foreign directories, state directories, municipal periodicals and the collection of pamphlets relating to states and cities. See also under names of countries

United States

Description of every place in the United States and Canada in which a newspaper is published. (In Ayer, N. W. & son. Amer. newspaper annual and directory.)

Every post office, railroad station, steamboat landing and United States fort in the United States and Canada. (In Bullinger's post office, express and freight guide.)

Index of railway stations on the railway lines of the United States, Canada and Mexico. (In Official guide of the railways and steam navigation lines.)

Geller, C.

Cotton facts. 1914 Shepperson $1

Geography, Commercial. See Commercial geography

George, H.

Progress and poverty. 1905 Doubleday $1

Gephart, W. F.

Insurance and the state. 1913 Macmillan $1.25

Gephart, W. F—*Continued*
Principles of insurance. 2v 1917 Macmillan $3

German great banks. Riesser, J. 1911

German imperial banking laws. Koch, R. 1910

German language

Dictionaries

Flügel-Schmidt-Tanger German and English dictionary. 2v 1896

Germany

Banks and banking

See Banks and banking—Germany

Biography

Who's who in Germany. Wer ist's

Reichsbank

Reichsbank, 1876-1900. 1910 (Nat. monetary com.)

Gerstenberg, C. W.
Commercial law. 1911 (Alex. Hamilton inst. Mod. bus. v. 12.)
Materials of corporation finance. 1915 Prentice $4

Getting on. Marden, O. S. 1910

Getting the most out of business. Lewis, E. S. 1915

Getzler's transportation rates; freight, express, parcel post, passenger, telephone, telegraph. 1914 Getzler $15

Getzler's transportation rates; freight rates; express and parcel post rates. 1915. With supplements. Getzler $25

Gibbins, H. de B.
Industrial history of England. Scribner $1.25

Gibbon, J. G.
Medical benefit. 1913 King 6s
Unemployment insurance. 1911 King 6s

Gibb's travelers' route and reference book of the United States and Canada. 1909 Gibbs $3

Gibson, T.
Cycles of speculation. 3d ed. 1911 Gibson $1.50
Elements of speculation. 1913 Gibson $1
Manual. Gibson $5

Gilbert, A. L.
Modern business bookkeeping. 1902 Bobbs $1.50

Gilbert, E.
Ambitious woman in business. 1916 Funk $1.50

Gilbreth, F. B.
Motion study. 1911 Van Nostrand $2
Primer of scientific management. 1912 Van Nostrand $1

—and Gilbreth, L. M.
Fatigue study. 1916 Sturgis $1.50

Gilbreth. L. M.
Psychology of management. 1914 Sturgis $2

Gillette, H. P., and Dana, R. I.
Cost keeping and management engineering. 1909 Clark, M. C. $3.50
Handbook of cost data. 1910 Clark, M. C. $5

Gillette, J. M.
Vocational education. 1910 Amer. bk. $1

Gilman, N. P.
Dividend to labor. 1899 Houghton $1.75

Gilman, S. W.
Cost accounts. (In Auditing and cost accounts, 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 11.)

Ginger cure. Rose, W. G. 1911

Ginger talks. Holman, W. C. 1910

Girls—Employment. See Woman—Employment

Girls' trade education league 6 Beacon st., Boston.
Publications. 10c ea.

Given, J. L.
Making a newspaper. 1907 Holt $1.50

Glass trade

Directories

*Gauding, H. W. Complete directory of glass factories in the United States and Canada; tableware, bottle, window and plate glass factories; capacity of plants, lines manufactured, company officials; manufacturers' and workers' organizations; cut glass plants and mold shops.
Glass factories and glass cutting shops in the United States, capacity, average number of hands employed, kind of wares made, etc. (In Keller's annual of the pottery and glassware trades.)
Pottery and glass directory and buyers, guide comprising a complete alphabetical list of the pottery, china, glass, art metal and lamp manufacturers and importers in the United States, together with a classification of the principal branches allied with these trades

Statistics

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

Glenn, G.
Rights and remedies of creditors respecting their debtor's property. 1915 Little $3

Glove trade

Directories

*Glove and mitten manufacturers. (In Dockham's Amer. report and directory.)
Gloves and mittens. (In Davison's silk trade.)
*Shoe and leather reporter annual
Tanners of glove leather, manufacturers of gloves. (In Hide and Leather's year book and directory.)

Statistics

For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C.

Goddard, D.
Eminent engineers. 1906 McGraw $1.50

Godinez, F. L.
Display window lighting and the city beautiful. 1914 Comstock $2

Goe, D. E.
The transaction of business. 1907 Forbes $1

Goethals, G. W.
Isthmian canal. 1909 Supt. of doc. 5c

Going, C. B.
Principles of industrial engineering. 1911 McGraw $2

Gold
For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.
*Ashley, W. J. Gold and prices. 1912
*Brace, H. H. Gold production and future prices; an inquiry into the increased production of gold and other causes of price changes with a view to determining the future of prices. 1910
*Hobson, J. A. Gold, prices and wages. 1913
Holt, B. W. Gold supply and prosperity. 1907
See also Currency question; Mines and mining; Money; Prices

Gold mine costs and accounting. Tait, G. W. 1912

Gold, prices and wages. Hobson, J. A. 1913

Gold production and future prices. Brace, H. H. 1910

Gold supply and prosperity. Holt, B. W. 1907

Goldman, S. P.
Handbook of stock exchange laws. 1914 Doubleday $1.50

Goldmark, J. C.
Fatigue and efficiency. 1913 (Russell Sage foundation) Survey $2

Goldsmith, P. H.
Brief bibliography of books in English, Spanish and Portuguese, relating to the republics commonly called Latin American. 1915 Macmillan 50c

Goldsmithing. See Jewelry trade—Directories

Gompers, S.
Labor in Europe and America. 1910 Harper $2

Good and bad trade. Hawtrey, R. G. 1913

Good manners as a passport to success. Marden, O. S.

Good-will (in business)
*Dicksee, L. R. Goodwill and its treatment in accounts. 3d ed. 1909
*Rogers, E. S. Goodwill, trademarks and unfair trading. 1914

Goodnow, F. J.
Principles of the administrative law of the United States. 1905 Putnam $3

Goodwin, J. H.
Improved bookkeeping and business manual. 1909-10 Goodwin $2

Goodwin, P. C.
Bookkeeping self-taught. 1913 Drake $1

Gordon, J. L.
The young man and his problems. 1911 Funk $1

Gospel of wealth. Carnegie, A. 1900

Gould, M. P.
Where have my profits gone? 1912 Amer. sales bk.

Government banking. See Bank of England; Bank of France; Bank of the United States; Federal reserve banks; Postal savings bank; also subhead Banks and banking under names of countries

Government bonds. See Bonds

Government contracts
*Board of trade labour gazette. Great Britain—Board of trade. Monthly
Electrical world Weekly
Engineering news-record Weekly
*United States government advertiser. Weekly
See also Engineering—Contracts

Government finance in the United States Plehn, C. C. 1915

Government officers. See Public officers

Government ownership and control

*American telephone and telegraph co. Briefs of arguments against public ownership. 3v

Dunn, S. O. Government ownership of railways. 1913

*Guyot, Y. Where and why public ownership has failed. 1914

Johnson, E. R. Principles of railroad transportation. 1916

*Judson, K. B. Selected articles on government ownership of telegraph and telephone. 1914

Lee, J. Economics of telegraphs and telephones. 1914

*National civic federation. Shall the government own and operate the railroads, the telegraph and telephone systems? The affirmative side. 1915

*Phelps, E. M. Selected articles on government ownership of railroads. 1912

Steinmetz, C. P. America and the new epoch. 1916

See also Government regulation of industry; Municipal ownership and control; Public service corporations; Railroads—Government control

Government publications

The Main Library is a designated depository library and receives all public documents allowed to be distributed. This has been estimated at 1000 books a year or fifty feet of shelf space. The Business Branch is a depository for many departmental publications and keeps on file the latest price lists of all government publications and the Monthly catalogue United States public documents. See also State publications

Government regulation of industry

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

*Amer. acad. of pol. and soc. science. Government regulation of water transportation 1914

Darling, J. R. On trusts; the Department of justice; the Sherman anti-trust law with amendments; the new rules of practice for the courts of equity of the United States; a list of cases instituted by the United States under the Sherman law and citations of cases decided thereunder or relating thereto. 1915

*Judson, F. N. Law of interstate commerce and its federal regulation. 1916

McFall, R. J. Railway monopoly and rate regulation. 1916

Merritt, A. N. Federal regulation of railway rates. 1907

Meyer, H. R. Government regulation of railway rates. 1905

Nat. civic federation. Commission regulation of public utilities; a compilation and analysis of laws of forty-three states and of the federal government for the regulation by central commission of railroads and other public utilities. 1913

*Orth, S. P. Readings on the relation of government to property and industry. 1915

*Sharfman, I. L. Railway regulation. 1915

See also Corporation law; Corporations; Employers' liability; Federal trade commission; Government ownership and control; Interstate commerce; Labor laws; Municipal ownership and control; Public service corporations; Railroads—Government control; Railroads—Rates; Trusts

Government regulation of railway rates. Meyer, H. R. 1905

Gowin, E. B.

Executive and his control of men. 1916 Macmillan $1.50

—and Wheatley, W. A.

Occupations; a text book in vocational guidance. 1916 Ginn $1.20

Graham, W. J.

Romance of life insurance. 1909 Spectator $1.50

Grain industry

*Dondlinger, P. T. Book of wheat, an economic history and practical manual of the wheat industry. 1908

Smith, R. E. Wheat fields and markets. 1908

Periodicals

Commercial West; representing banking, western investments, milling and grain, the northwest, central Pacific west, the southwest. Weekly

*Flour, hay, grain and feed. Monthly

Grain inspection in Canada. Canada. Dept. of trade and commerce. 1914

Grain trade

Directories

Wholesale flour, feed, etc., jobbers, brokers, exporters, etc. (In Thomas' wholesale grocery and kindred trades register.)

Graphic methods

Brinton, W. C. Graphic methods for presenting facts. 1914 (Works management lib.)

Peddle, J. B. Construction of graphical charts. 1910

See also Statistics

Graphology

Rexford, J. What handwriting indicates. 1904

Graveyards. See Cemeteries—Directories

Graydon, S.

Some notes on catalog making. 1909 Graydon $1

Great American fortunes. Myers, G. 1910

Great Britain. Board of trade

Board of trade labour gazette. Monthly 1d a copy

Statistical abstract for the United Kingdom. Wyman and sons, ltd. 110 Fetter lane, London, E. C. 1s 8d

Statistical abstract for the principal and other foreign countries. 1910 Wyman and sons, Ltd. 110 Fetter lane, London, E. C. 1s 7d

Trade and commerce of certain foreign countries and British possessions Bd. trade 5d monthly. Monthly

Great Britain

Gazetteers

*Bartholomew, J. G. Survey gazetteer of the British Isles. 1914

Railway and commercial gazetteer of England, Scotland, and Wales. 1907

Statistics

*Great Britain Board of trade. Statistical abstract for the United Kingdom

Great cotton seed industry of the South. Ransom, L. V. 1911

Great Lakes

Curwood, J. O. Great Lakes; the vessels that plough them; their owners, their sailors, and the cargoes; together with a brief history of our inland seas. 1909

*Mills, J. C. Our inland seas, their shipping and commerce for three centuries 1910

See also Inland navigation

Great riches. Eliot, C. W. 1906

Great speeches by great lawyers. Snyder, W. L. 1904

Greendlinger, L.

Accountancy problems, with solutions. 2v 1910-11 Business $5

Accounting theory and practice; illustrated by modern forms and problems. 1910 (Alex. Hamilton inst. Mod. bus. v 3)

Greene, T. L.

Corporation finance. 3d ed. 1904 Putnam $1.25

Greenwood, W. J.

Foreign stock exchange practice and company laws of all the chief countries of the world. 1911 Simpkin 5s

Gregory, H. E., and others

Physical and commercial geography. 1910 Ginn $3

Gregory, M. H.

Checking the waste; a study in conservation. 1911 Bobbs $1.25

Gress, E. G.

American handbook of printing 1907 Oswald $2

Grieve, E. B.

How to become a commercial traveler. 1903 Unwin 6d

Griffith, J. B.

Administrative and industrial organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1)

Advertising and sales organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v 1)

Business management 2v 1910 Amer. sch. of cor. $2

Business statistics. (In Amer. sch. of cor. Cyc. of commerce, etc v. 1)

Corporation accounts and voucher system. 1910 Amer. sch. of cor. $1

Corporation and manufacturing accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)

Correspondence and filing. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1)

Cost summaries. (In Amer. sch of cor. Cyc. of commerce, etc. v. 2)

Credit organization. 1909 Amer. sch. of cor. 50c

Practical bookkeeping. 1910 Amer. sch of cor. $2

Purchasing and stores department. (In Amer. sch. of cor. Cyc. of commerce, etc v. 2)

Griffith, J. B.—*Continued*
Records of labor and manufacturing orders. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2)
Shipping department. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 1)
Single entry bookkeeping. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5)
Single proprietorship and partnership accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)
Theory of accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)
Trustees' and executors' accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5)
Voucher system of accounting. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 4)
Wholesale, commission and storage accounts. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 5)

Groat, G. G.
Attitude of American courts in labor cases. 1911 Longmans $3

Grocers' encyclopedia. Ward, A. 1910

Grocery industry
Beeching, C. L. T. Grocery business organization and management.
*Rees, J. A. Grocery trade; its history and romance. 2v 1910
*Ward, A. Grocers' encyclopedia; information concerning foods of all kinds, how raised, prepared and marketed; care in the store and home, information for grocers and general store keepers. 1911
See also Commercial products; Fruit industry; Markets

Grocery trade

Directories

*Thomas' wholesale grocery and kindred trades' register of the United States and Canada. Includes wholesale grocers, jobbers, chain store houses, importing grocers, important retail grocers, $5,000 or more capital; department stores that handle groceries, $25,000 or more capital.
See also Brewing trade—Directories; Canning trade—Directories; Coffee trade—Directories; Flour trade—Directories; Spice trade—Directories; Sugar trade—Directories; Tea trade—Directories

Gross, F. L.
Law of real estate brokers, with forms. 1910 Ronald $4

Growth of large fortunes. Watkins, G. P. 1907

Guaranties and sureties. See Commercial law; Insurance—Surety and fidelity

Guenther, L.
Investment and speculation. 1916 La Salle $2

Guide to the study of accounting. Racine, S. F. 1914

Gulick, L. H.
The efficient life. 1913 Doubleday $1.20
Mind and work. 1908 Doubleday $1.20

Gurley, W. and Gurley, L. E.
A handbook for the use of sealers of weights and measures. 1912 50c Gurley 50c

Guyot, Y.
Where and why public ownership has failed. 1914 Macmillan $1.50

Gypsum trade

Directories

*Cement era. Directory of cement, gypsum and lime manufacturers.

H

Haberdashery—Directories. See Men's furnishing goods trade—Directories

Hadley, A. T.
Railroad transportation. 1895 Putnam $1.50
Standards of public morality. 1912 Macmillan $1

Hagar, H. A.
Applied business English. 1909 Gregg $1.25
Applied business punctuation and business forms. 1909 Gregg 40c

Hagerty, J. E.
Mercantile credit. 1913 Holt $2

Hague, G.
Banking and commerce. 1908 Bankers $3

Haines, H. S.
Problems in railway regulation. 1911 Macmillan $1.75
Railway corporations as public servants. 1907 Macmillan $1.50

Hall, B.
Thrift. 1916 Huebsch $1

Hall, M. E.
Vocational guidance. 1914 A. L. A. 10c

Hall, S. R.
How to get a position and how to keep it. 1908 Funk 50c

Hall, S. R.—*Continued*
Short talks on retail selling. 1915 Funk 75c
Writing an advertisement. 1915 Houghton $1

Hall, T.
Hall on insurance adjustments. 1916 Rough $3.50

Halsey, F. M.
Railway expansion in Latin-America. 1916 Moody $1.50
Railways of South and Central America, Mexico and the West Indies. 1914 Fitch $1.50

Hamburg, Germany
Clapp, E. J. Port of Hamburg. 1911

Hamilton, J. H.
Savings and savings institutions. 1902 Macmillan $2.25

Hamilton, W. F.
Compulsory arbitration in industrial disputes. 1913 Butterworth 3s 6d

Hamilton, W. H.
Current economic problems. 1915 Univ. of Chicago $2.75
Exercises in current economics. 1916 Univ. of Chicago 50c

Hammond, H. W., and Herzberg, M. J.
Style-book of business English. 1916 Pitman 85c

Hammond, M. B.
Railway rate theories of the Interstate commerce commission. 1911 Harvard $1

Handbook of railroad expenses. Eaton, J. S. 1913

Handkerchief trade

Directories

O. K. guide of embroidery and laces

Haney, L. H.
Business organization and combination. 1914 Macmillan $2
History of economic thought. 1911 Macmillan $2

Hanger, G. W. W.
Building and loan association in the United States. 1904 Supt. of doc. 15c

Hapgood, N.
Industry and progress. 1911 Yale $1.25

Harbaugh, C. H.
The adjusters' manual for the settlement of accident and health claims. Spectator $2.50

Harbors. See Ports

Hard times. See Panics

Hardcastle, J.
Accounts of executors and testamentary trustees. 1903 N. Y. univ.

Harden, J. I.
Psychology of soliciting. 1905 Rough $1

Harding, A. R.
Fur buyer's guide. 1915 Harding $2

Hardware—Salesmanship. See Salesmanship—Hardware

Hardware advertising for the retailer. Paris, B. J. 1913

Hardware show card writing. Hurst, A. E. 1913

Hardware trade

Advertising

See Advertising—Hardware trade

Directories

Rousset, C. Annuaire de la quincaillerie et des métaux. A classified directory of the hardware and metal goods trade of the world.

*Thomas' American machinery, iron, steel and metal trades reference book.

*Thomas' hardware, sporting goods and kindred trades register; wholesale and retail dealers of the United States and Canada.

Hardware window advertising. Soule, R. F. 1914

Hardware window dressing. Bird, T. A. 1908

Hardy, E. R.
Fire insurance. (In Insurance and real estate. 1911 pt. 1. Alex. Hamilton inst. Mod. bus. v. 8)

Haring, F. B.
Manual of procedure; the law of conditional sales. 1907 Ronald $4

Harlan, J. M.
Federal trade commission. 1916 Callaghan $2.50

Harmon, G. H.
Advertising (In Advertising, selling and credits. 1911 pt. 1. Alex. Hamilton inst. Mod. bus. v. 9)

Harmon, W. E.
Capital and labor unified. 1911 Academy

Harness trade

Directories

*American harness and saddlery directory; wholesale and retail harness manufacturers in the United States and Canada; also buyers in wholesale trade.

Harness trade—Directories—*Continued*
Shoe and leather reporter annual.
Tanners of harness leather, manufacturers of harness. (In Hide and Leather's year book and directory of tanners.)

Harper, A.
Theory of American values. 1914 Wilson, E. 3s 6d

Harrington, H. F., and Frankenberg, T. T.
Essentials in journalism. 1912 Ginn $1.75
Typical newspaper stories. 1915 Ginn $1.60

Harris, A. M.
Letters to a young lawyer. 1912 West $2

Harris, F. S.
Young man and his vocation. 1916 Badger $1.25

Harris, R. S.
Practical banking. 1915 Houghton $1.75

Harris, W. J.
Work of the Federal trade commission. 1916 Federal trade commission

Harrison, E. S.
A Spanish commercial reader. 1914 Ginn 90c

Hartness, J.
Human factor in works management. 1912 McGraw $1.50

Harvard university. Bureau of business research.
Harvard system of accounts for shoe retailers. 1916 Harvard 50c

Harvesting machinery trade. See Agricultural implements and machinery trade—Directories

Harvey, R. S., and Bradford, E. W.
Manual of the Federal trade commission. 1916 Byrne $5

Haskins, C. W.
Business education and accountancy. 1904 Harper $2

Hasse, A. R.
Index of economic material in the documents of the states of the United States. Prepared for and under the direction of the department of economics and sociology of the Carnegie institution of Washington; separate volumes for each state. 50c-$14 Carnegie institution, Washington, D. C.

Hat industry
For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.
*Mills, D. C. Twentieth century hat factory. 1910-11

Hat trade

Directories

*American hatter trade directory; classified lists of all branches of the hat and cap trades of the United States and Canada and hat dealers in 50 foreign countries.

Hatfield, H. R.
Lectures on commerce. 1904 Univ. of Chicago $1.50
Modern accounting; principles and problems. 1911 Appleton $1.75

Hathaway, C. E., and Griffith, J. B.
Factory accounts. 1910 Amer. sch. of cor. $1.50
General expense. (In Amer. sch. of cor. Cyc. of commerce, etc, v. 2)

Hauer, D. J.
Economics of contracting. 1911 Baumgartner $2.50

Hawaiian almanac. Thos. G. Thrum, 1063 Fort St., Honolulu, Hawaii. 75c

Hawaiian islands
For a list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

Hawkins, G. H. E.
Newspaper advertising. 1914 Adv. pub. co. $4
Poster advertising. 1910 Hawkins $3

Hawkins, L. W.
Cost accounts. 1912 Gee 5s

Hawley, F. B.
Enterprise and the productive process. 1907 Putnam $1.75

Hawthorne, J.
The secret of Solomon. 1909 Hawthorne, J.

Hawtrey, R. G.
Good and bad trade. 1913 Constable 6s

Hayes, H. G.
Problems and exercises in economics. 1916 Holt 35c

Hayes, H. V.
Public utilities, their cost new and depreciation. 1913 Van Nostrand $2
Public utilities: their fair present value and return. 1915 Van Nostrand $2

Hazell's annual. Hazell 3s 6d

Health boards

Directories

Boards of health, boards of medical examiners, health officers at principal points and medical laws. (In Polk's medical register and directory of N. Amer.)

Health insurance. See Insurance—Health

Health resorts

Directories

Coast and inland summer and health resorts. (In N. J. Bureau of industrial statistics. Industrial directory of N. J.)

*Therapeutic classification of American health resorts; mineral springs. (In Polk's medical register and directory of N. Amer.)

See also Sanitariums—Directories

Heart of Blackstone. Paul, N. B. 1915

Heart of the railroad problem. Parsons, F. 1906

Heft, L.
Holders of railroad bonds and notes. 1916 Dutton $2

Heitman, H.
Course in the theory and practice of higher accounting. 1910 Eastman $2

Helliwell, A. L.
Treatise on stock and stock holders, governing watered stock, trusts, consolidation and holding companies. 1903 Keefe-Davidson $6

Hemp trade. See Textile trade

Henderson, C. H.
Pay-day. 1911 Houghton $1.50

Henderson, C. R.
Citizens in industry. 1915 Appleton $1.50
Industrial insurance in the United States. 1911 Univ. of Chicago $2

Henderson, R.
Mortality laws and statistics. 1915 Wiley $1.25

Hendrick, F.
Power to regulate corporations and commerce. 1906 Putnam $4

Hendrick, B. J.
Story of life insurance. 1907 Spectator $1

Hendricks' commercial register of the United States for buyers and sellers. Hendricks $10

Henley's twentieth century book of recipes, formulas, and processes. Henley $3

Henry, A.
Trade union woman. 1915 Appleton $1.50

Henry, G. G.
How to invest money. 1908 Funk 75c

Hepburn, A. B.
Artificial waterways of the world. 1914 Macmillan $1.25
History of currency in the United States, with a brief description of the currency systems of all commercial nations. 1915 Macmillan $2.50

Herrick, C.
Trust companies. 1909 Bankers $4

Herrick, C. A.
Meaning and practice of commercial education. 1904 Macmillan $1.25

Herrick, M. T., and Ingalls, R.
Rural credits, land and cooperative. 1914 Appleton $2

Hertel, H.
Bankers' scientific appraisal system for land and building. 1914 Bankers' appraisal co. $10

Hess, H. M.
Philosophy and methods of operation of the analytic system for the measurement of relative fire hazard. 1909 Hess

Hess, H. W.
Productive advertising. 1915 Lippincott $2.50

Hicks, F. C.
Aids to the study and use of law books. 1913 Baker, Voorhis $1

Hides and skins
For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.
Hide and Leather's year book and directory
* Shoe and leather reporter annual. shoes, leather, findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the United States and Canada; also names of principal houses in the trade in other parts of the world.

High cost of living. Kautsky, K.

Higher education as a training for business. Judson, H. P. 1911

Highways of progress. Hill, J. J. 1910

Higinbotham, H. N.
Making of a merchant. 1906 Forbes $1.50

Hill, F. T.
Care of estates. 1901 Baker, Voorhis $1.25
Decisive battles of the law. 1907 Harper $2.25
Story of a street; Wall street, 1644-1908. 1908 Harper $1.60

Hill, J. J.
Highways of progress. 1910 Doubleday $1.50

Hine, C. C.
Book of forms (fire insurance). 1915 Hine's

Hine, C. D.
·Modern organization. 1912 Engineering $2

Hingston, W. E.
Forgeries and false entries. 1909 Roxburgh $1

Hirschl, S. D.
Business law. 1915 La Salle $2.50

Hirschler, D.
Art of retail selling. 1909 N. Y. inst. $2

Hirst, F. W.
Credit of nations. 1910 (Nat. monetary com.) (61st Cong. 2d sess. Sen. doc. 579.) Supt. of doc. 30c
Six panics and other essays. 1913 Methuen 3s 6d
Stock exchange. 1911 Holt 50c

Hirst, W. A.
Guide to South America. 1915 Macmillan $1.75

Historic inventions. Holland, R. S. 1911

Hitt, R.
Electric railway dictionary. 1911 McGraw $5

Hoag, C. G.
Theory of interest. 1914 Macmillan $1.50

Hoare, H. J.
Old age pensions; their actual working and ascertained results in the United Kingdom. 1915 Survey 85c

Hobson, J. A.
Evolution of modern capitalism. 1894 Scott $1.50
Gold, prices and wages. 1913 Doran $1.25
Industrial system. 1909 Scribner $2
Work and wealth. 1914 Macmillan $2

Hoffman, F. L.
Insurance science and economics. 1911 Spectator $3

Holden, J. G.
Interest tables and formulae. 1916 Appleton $1

Holders of railroal bonds and notes. Heft, L. 1916

Holding companies—Accounting. See Accounting—Holding companies

Holdsworth, J. T., and Dewey, D. R.
First and second banks of the United States. 1910 (Nat. monetary com.) (61st Cong. 2d Sess. Sen. doc. 571) Supt. of doc. 30c
Money and banking. 1914 Appleton $2

Holland, R. S.
Historic inventions. 1911 Jacobs $1.50

Hollander, J. H.
Bank loans and stock exchange speculation. 1911 (Nat. monetary com.) (61st Cong. 2d sess. Sen. doc. 589.) Supt. of doc. 5c

Hollingworth, H. L.
Advertising and selling. 1913 Appleton $2
Vocational psychology. 1916 Appleton $2

Holman, W. C.
Ginger talks. 1910 Sheldon univ. $2
125 brain power business manual. 3v 1912 Sheldon univ. $2

Holmes, O. W., jr.
Common law. 1881 Little $3

Holmwood, W. E.
New Jersey employers' liability law. 1914 N. J. law $3.50

Holt, B. W.
Gold supply and prosperity. 1907 Moody $1.50

Home trade. Hooper, F. 1907

Homes (institutions). See Asylums—Directories; Charities—Directories

Honest business. Fiske, A. K. 1914

Hooper, F.
Home trade. 1907 Macmillan $1
Import and export trade. 1907 Macmillan $1

Hooper, W. E.
Life insurance accounting. 1914 Appleton $2
Railroad accounting. 1915 Appleton $2

Hoover, H. C.
Principles of mining. 1909 McGraw $2.50

Hoover, S. R.
Science and art of salesmanship. 1916 Macmillan 75c

Hopkins, J. C.
Canadian annual review of public affairs. Annual review pub. co. $3 imp.

Hornbeck, S. K.
Most-favored-nation clause in commercial treaties. 1910 Univ. of Wis. 40c

Horner, W. M.
Training for a life insurance agent. 1917 Lippincott $1.25

Hosiery trade
For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

Directories

*Davison's hosiery and knit goods trade; manufacturers of the United States and Canada; jobbers, with names of buyers, large retailers, hosiery and knit goods dyers, knitting yarns, raw and thrown

Hosiery trade—Directories—*Continued*
silk; cotton, wool and silk waste; manufacturers' agents, city offices and salesrooms of mills and selling agents.

Hoskins, A. J.
Business of mining. 1912 Lippincott $1.50

Hospitals

Accounting

See Accounting—Hospitals

Directories

*Hospitals, homes, etc. (In Polk's medical register and directory of N. Amer.)
*U. S. Bureau of the census. Benevolent institutions. 1910
See also Charities—Directories

Hotchkin, W. R.
Manual of successful storekeeping. 1915 Doubleday $10

Hotchkiss, G. B.
Business correspondence. (In Organization, correspondence, transportation. 1911. pt. 2. Alex. Hamilton inst. Mod. bus. v. 2)

—and Drew, C. A.
Business English. 1916 Amer. bk. $1.08

—and Kilduff, E. J.
Handbook of business English. 1915 Amer. bk. $1

Hotels

Accounting

See Accounting—Hotels

Advertising

See Advertising—Restaurant business

Directories

Hill, G. National theatrical directory; condensed information as to hotels, etc.
*Official hotel red book and directory of the best hotels in the United States and Canada, including summer resorts; also a list of hotels in Mexico, Cuba, Hawaii, West Indies and South American cities; compiled for commercial travelers
World's hotel blue-book; ed. by C. H. Bird-Davis

Law

Int. cor. schools. The law of agency, of master and servant; of bailments; of landlord and tenant; of mechanics' liens; of guaranty and suretyship; of executors and administrators; of debtor and creditor; of business and commerce; of trusts

Hough, B. O.
Elementary lessons in exporting. 1909 Johnston exp. $3
Ocean traffic and trade. 1914 La Salle $3
Practical exporting. 1915 Johnston exp. $4

Hours of labor
*Goldmark, J. C. Fatigue and efficiency. 1913 (Russell Sage foundation)
*U. S. Bureau of labor statistics. Wages and hours of labor series.

House organs
*Wilson, G. F. The house organ—how to make it produce results. 1915

How department stores are carried on. Phillips, W. B. 1905

How to advertise. French, G. 1917

How to advertise a retail store. Edgar, A. E. 1913

How to advertise printing. Basford, H. M. 1915

How to analyze railroad reports. Moody, J. 1912

How to be a good salesman. Quinn, F. O. 1909

How to be a private secretary. Cody, S. 1913

How to become a commercial traveler. Grieve, E. B. 1903

How to become a private secretary. Sheppard, A. 1903

How to buy and sell real estate at a profit. Carney, W. A. 1905

How to buy life insurance. "P., Q." 1906

How to conduct a successful shoe store. Garrison, C. L. 1908

How to deal with human nature in business. Cody, S. 1915

How to do business. Eaton, S. 1896

How to do business by letter. Cody, S. 1908

How to find manufacturing costs and selling costs. Unckless, L. 1909

How to forecast business and investment conditions. Crowell, F. 1911

How to get and keep a job. Fowler, N. C. 1912

How to invest money. Henry, G. G. 1908

How to invest money wisely. Moody, J. 1912

How to invest when prices are rising. Fisher, I. 1912

How to invest your savings. Marcosson, I. F. 1907

How to live on 24 hours a day. Bennett, A. 1910

How to make inventions. Thompson, E. P. 1891

How to organize and equip a modern bank. U. S. Bank note co. 1913

How to persuade and convince. Bean, B. C. 1913

How to sell. Fowler, N. C., jr. 1915

How to sell hardware. Soule, R. F. 1913

How to sell property. Fuess, C. J. 1914

How to work insurance agencies. Cook, J. T. 1909

Howard, E. D.
Money and banking. 1910 (Alex. Hamilton inst. Mod. bus. v. 6)

Howarth, O. J. R.
Commercial geography of the world. 1913 Oxford 60c

Hoxie, R. F.
Scientific management and labor. 1915 Appleton $1.50

Hoxie, Y. L.
Some features of rate fixing for electric public service properties. 1912 Engineers' and architects' assoc. 25c

Hoyt, C. W.
Scientific sales management. 1913 Woolson $2

Hoyt, W. D.
Partnership-corporation insurance as business protection. 1914 Insurance $2

Hsu, M. C.
Railway problems in China. 1915 Longmans $1.50

Hubbard, E.
Book of business. 1913 Roycrofters $2
Little journeys to the homes of great business men. 2v 1909 Roycrofters $3

Hudders, E. R.
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Show card writing

Single-entry bookkeeping; double-entry bookkeeping. 1904

Window trimmer's handbook. 1912 $1.50

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See also Commercial treaties; Diplomatic and consular service; United States—Treaties

International library of technology. Book of forms 1903 International $5

International mining manual. Annual. Western mining. $10

International realities. Brown, P. M. 1917

International trade and exchange. Brown, H. G. 1914

International Whitaker. Whitaker 2s

Interstate commerce

For a price list of valuable pamphlets on this subject, which may be bought at samll cost, address Supt. of Documents, Washington, D. C.

Amer. commerce assoc. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving, via rail, lake, ocean, canal; between points in North America and points in foreign countries. For contents see under American commerce association.

Barnes, H. C. Interstate transportation; federal regulation of interstate transportation and common carriers, including jurisdiction of the Interstate commerce commission. 2v 1910

Brown, D. W. Commercial power of Congress in the light of its origin. 1910

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See also Carriers; Federal trade commission; Government regulation of industry; Railroads—Rates; Transportation

Interstate Commerce Commission

Accounting bulletins. Supt. of doc. Published intermittently. 5c-10c a copy.

Annual report on the statistics of railways in the United States. Supt. of doc. 25c-60c a capy

Decisions. Supt. of doc. Published at irregular intervals. $1 a year

Interpretations of accounting classifications embodied in the uniform system of accounts for express companies prescribed by the Interstate commerce commission—effective Jan. 1, 1917. Supt. of doc.

National car demurrage rules and explanations. 1916. Supt. of doc. 5c

Notice to shippers in foreign countries who ship dangerous articles to United States. 1912 Supt. of doc. 5c

Orders, instructions and forms. Issued irregularly. Supt. of doc. 5c-35c

Regulations for transportation of explosives and other dangerous articles by freight and express and specifications for shipping containers. 1914 Supt. of doc. 20c

Uniform system of accounts for electric railways. 1914 Supt. of doc. 15c

Interstate transportation. Barnes, H. C. 2v 1910

Interurban railroads. See Electric railroads

Intracoastal water way. U. S. War dept. 1912

Introduction to business organization. Sparling. S. E. 1906

Introduction to the study of commerce. Clow, F. R. 1901

Inventions and inventors

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

Burns, E. E. Story of great inventions. 1910

Cochrane, C. H. Modern industrial progress. 1904

*Corbin, T. W. Marvels of scientific invention; an interesting account in nontechnical language of the invention of guns, torpedoes, submarines, mines, up-to-date smelting, freezing, colour photography and many other recent discoveries of science. 1917

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*Edelman, P. E. Inventions and patents 1915 (Includes bibliography)

Goddard, D. Eminent engineers; brief biographies of inventors and engineers. 1906

Holland, R. S. Historic inventions. 1911

Iles, G. Inventors at work, with chapters on discovery. 1906

*——Leading American inventors. 1912

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Thompson, E. P. How to make inventions; or, Inventing as a science and an art. 1891

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Inventors and money-makers. Taussig, F. W. 1915

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Investment of trust funds. Mortimer, F. C. 1909

Investments

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Babson, R. W. Bonds and stocks; the elements of successful investing. 1914

*——. Future method of investing money. 1914

*Chamberlain, L. Principles of bond investment. 1911

*Clay, P. Sound investing; a book for estates, stock and bond dealers, business proprietors and partners; lawyers, etc. 1915

Conway, T., jr. Investment and speculation; the modern money market and an analysis of the factors determining the value of securities. 1911 (Alex. Hamilton inst. Mod. bus. v 7)

Cromwell, J. H. American business woman; a guide for the investment, preservation and accumulation of property. 2d ed 1910

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Harmon, W. E. Capital and labor unified; the application of the instalment system to investments. 1911

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McKinney, F. C. Liabilities of trustees for investments, general principles, statutes and decisions of the various states, typical list of investments legal in Connecticut, Massachusetts, Maryland and New York. 1914

Marcosson, I. F. How to invest your savings. 1907

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*Raymond, W. L. American and foreign investment bonds. 1916

*Robins, K. N. Farm mortgage handbook; a book of facts regarding the methods by which the farmers of the United States and Canada are financed; especially intended for investors seeking information regarding investments in farm mortgages. 1916

*Rollins, M. Money and investments; information in the handling of money or the investment thereof. 2d ed 1910

Sakolski, A. M. American railroad economics. 1913

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*Sprague, O. M. W. Loans and investments. 1916

Universal railway manual; containing valuations of the principal British, American and foreign railway stocks. 1911

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Accounting

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Periodicals

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Investments of life insurance companies. Zartman, L. W. 1906

Investor's primer. Moody, J. 1907

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For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

*Casson, H. N. Romance of steel; the story of a thousand millionaires. 1907

See also Corporations—Securities; United States steel corporation

U. S. Bur. of standards. Some foreign specifications for railway materials, rails, wheels, axles, tires. 1916

Iron and steel trade

Directories

*Amer. iron and steel inst. Directory of the iron and steel works of the United States embracing the blast furnaces, rolling mills, steel works, bloomaries and tin and terne plate works; also classified lists of wire rod mills, rail mills, structural mills, plate, sheet and skelp mills and Bessemer, open hearth, crucible and steel casting works.

Backert, A. O. A B C of iron and steel with a directory of the iron and steel works and their products of the U. S. and Canada

National iron and steel, coal and coke blue book; firms, corporations and individuals, in the United States and Canada.

Rousset, C. Annuaire de la quincaillerie et des métaux. A classified directory of the hardware and metal goods trade of the world.

*Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory.

Standard iron-steel-metal directory.

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Irving national bank, N. Y.

Commercial paper as defined by the Federal reserve board. 1914

Isthmian canal. Goethals, G. W. 1909

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Italian language—Dictionaries

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Italy—Banks and banking. See Banks and banking—Italy

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Fire insurance and the municipalities. 1914 King 3s 6d

Introduction to the history of life assurance. 1912 Dutton $2.50

Jackman, W. J.

Real estate management and transfer. 1916 Whitman $3

Jacobi, C. T.

Printing. Bell (Lond) 7s 6d

Jacobs, H. W.

Betterment briefs, a collection of published papers on organized industrial efficiency. 1909 Wiley $3.50

Japan. Department of finance Tokio

Financial and economical annual of Japan. Tokio

Japan

Banks and Banking

See Banks and banking—Japan

Japan year book. Eastern papers. 8s

Jefferson, H. M.

Banking practice. (In Banking practice and foreign exchange. 1910 pt. 1. Alex. Hamilton inst. Mod. bus. v. 6)

Jewelry trade

Directories

* Fogerty's directory of the jewelry and kindred trades in the United States.

Jewelers' Circular buyers' directory of the manufacturers, importers and jobbers in the jewelry and kindred trades.

Jobbers' handbook; manufacturing jewelers and kindred trades

Job, the man, the boss. Blackford, K. M. H. 1914

Jobbers, commission merchants, etc.

American representatives of foreign hat manufacturers in the United States; hat commission and case houses, importers, manufacturers' agents, etc. (In Amer. hat trade directory.)

Branch, jobbing and transfer houses. (In Implement blue book.)

Brokers, jobbers, and importers and exporters of food products in United States. (In Thomas' wholesale grocery and kindred trades register.)

Coffee, tea and spice importers and jobbers. (In Ukers' tea and coffee buyers' guide.)

Jobbers, commission merchants, etc. —*Cont*

Commission agents etc. (In Kelly's directory of merchants, manufacturers and shippers of the world.)

Commission throwsters, manufacturers' agents, raw and artificial silk importers. (In Davison's silk trade.)

Dealers in and importers of rags, paper stock, etc. in the United States and Canada. (In Lockwood's directory of the paper and stationery trade.)

Diamond importers and jewelry jobbers. (In Fogerty's directory of the jewelry and kindred trades.)

Dry goods commission merchants. (In Davison's textile blue book.)

Export commission houses. (In Amer. exporter's export trade directory.)

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Export commission houses and agents in New York handling American textile products, dry goods. (In Official Amer. textile directory.)

Export commission merchants. (In Amer. harness and saddlery directory.)

Export merchant shipper's manufacturers' agents. (In Paper makers' directory of all nations.)

Fibre brokers and importers. (In Davison's textile blue book.)

Jobbers in furs. (In Fur trade directory.)

Jobbing trade. (In Dockham's Amer. report and directory of the clothing manufacture and cutting up trade.)

Manufacturers' agents and jobbers of mill, steam, mine, plumbing, and heating supplies, etc.; in the United States. (In Engineering directory.)

Manufacturers' agents, fibre brokers, importers, twine and cordage jobbers. (In Davison's cordage, twine and duck trade.)

Manufacturers' selling agents, dry goods commission houses and converters in the principal cities, export commission houses and agents in New York city handling American textile products. (In Official Amer. textile directory.)

Offices of the New York city resident buyers of out-of-town wholesale and retail houses. (In Millinery trade review. Where to buy millinery goods.)

Packers, dealers and brokers in hides, pelts, wool, tallow, furs, manufacturers' and tanners' machinery, supplies, extracts, etc. (In Hide and Leather's year book and directory.)

Paper jobbers. (In Printers' green book)

Raw silk importers and dealers, commission throwsters, manufacturers' agents and jobbers of hosiery and knit goods. (In Davison's hosiery and knit goods trade.)

Richards, C. A. Export commission house. 1916 (In Course in foreign trade, v. 4, pt. 2)

Sales agents of the cement trade. (In Directory of Amer. cement industries.)

* Sheldon's jobbing trade and city offices, containing jobbers in dry goods, cloths, tailor's trimmings, furnishing goods, hosiery, notions and millinery; giving location of office in New York, name of resident buyer, the several departments and buyers; also converters of cotton goods.

Sheldon's New York resident buyers with the firms represented by each; New York packing companies with firms packed and shipped for.

Shoe and leather factors dealing in American goods; commission and brokerage houses; shoe jobbers and importers in foreign countries. (In Shoe and leather annual.)

Silk importers and dealers; raw, spun and artificial. (In Davison's textile blue book.)

Tobacco jobbers of United States and Canada. (In New tobacco trade directory.)

Wholesale optical houses. (In Blue book of optometrists and opticians.)

Jobson, W. P.

An accounting system for printing concerns. 1912. Jobson. $1.50

John, E. M.

American notary and commissioner of deeds, manual. 1904. Callaghan. $2.50

Johnson, A. P.

Library of advertising. 6v. 1911. Cree. $30

Fundamental principles; advertising mediums. v. 1

Reaching the public. v. 2

Department store and retail advertising. v. 3

Show window display and specialty advertising. v. 4

Advertising different lines of business. v. 5

Methods of selling. v. 6

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Guide to successful auctioneering. 1903 Drake 50c

Johnson, E. R.
American railway transportation. 1912 Appleton $1.50
Elements of transportation. 1909 Appleton $1.50
Measurement of vessels for the Panama canal. 1913 Supt. of doc. $1.50
Ocean and inland water transportation. 1911 Appleton $1.50
Panama canal and commerce. 1916 Appleton $2
Panama canal traffic and tolls. 1912 (U. S. 62d Cong., 2nd sess. Sen. doc. 575) Supt. of doc. 20c

—and Huebner, G. G.
Railroad traffic and rates. 2v 1911 Appleton $5
Freight service. v 1
Passenger, express and mail service. v 2

—and Van Metre, T. W.
Principles of railroad transportation. 1916 Appleton $2.50

—and others
History of domestic and foreign commerce of the United States. 1915 Carnegie institution. $6

Johnson, J. F.
Canadian banking system. 1910 (Nat. monetary com.) (61st Cong., 2d sess. Sen. doc. 583) Supt. of doc. 30c
Money and banking. 1910 (Alex. Hamilton inst. Mod. bus. v. 5)
Money and currency. 1905 Ginn $2.10

Johnson, M.
Magnate or the people. 1913 Caspar $2

Johnson, W. F.
Four centuries of the Panama canal. 1906 Holt $3

Johnston, J. G.
Forms of account books for various classes of business. Gee 2s 10d

Jones, A. F.
Lumber manufacturing accounts. 1914 (Ronald accounting ser.) Ronald $2

Jones, C.
Handbook of advertising. 1913 Pitman $1

Jones, C. L.
Caribbean interests of the United States. 1916 Appleton $2.50
Consular service of the United States. 1906 Appleton $1.50

Jones, E.
Anthracite coal combination in the United States. 1914 Harvard $1.50

Jones, E. D.
Administration of industrial enterprises. 1916 Longmans $2
Business administrator. 1914 (Works management lib.) Engineering $2

Jones, E. H.
Unit construction costs. 1915 McGraw $2

Jones, G. M.
Government aid to merchant shipping. 1916 U. S. Bur. of foreign and domestic commerce. 25c

Jones, L. A.
Legal forms. 1909 Bobbs $6

Jones, R.
Nature and first principles of taxation. 1914 King 7s 6d

Jordan, D. S.
Call of the twentieth century. 1903 Amer. Unitarian assoc. 80c

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*——. Typical newspaper stories. 1915
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*Hyde, G. M. Newspaper editing; a manual for editors, copy-readers, and students of newspaper desk work. 1915
*——. Newspaper reporting and correspondence. 1912
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*Luce, R. Writing for the press. 5th ed 1907

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Olin, C. H. Journalism; explains the workings of a modern newspaper office. 1906

Opdycke, J. B. News, ads and sales; the use of English for commercial purposes 1914

Ralph, J. Making of a journalist. 1903

*Ross, C. G. Desk book of the school of journalism. 1915

——. Writing of news; a handbook with chapters on newspaper correspondence and copy reading. 1911

*Scott, W. R. Scientific circulation management for newspapers. 1915

*Seitz, D. C. Training for the newspaper trade. 1916

Shuman, E. L. Practical journalism; newspaper methods. 1903

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Williams, J. B. History of English journalism to the foundation of the Gazette. 1908

Williams, W. Practice of journalism. 1911

See also Newspapers—Directories

Periodicals

Editor and publisher. Weekly

Fourth estate; a newspaper for the makers of newspapers and investors in advertising. Weekly

Judicial and statutory definitions of words and phrases. 8v 1904 West $48

Judson, F. N.

Law of interstate commerce and its federal regulation. 1916 Flood $7.50

Judson, H. P.

Higher education as a training for business. 1911 Univ. of Chicago 50c

Judson, K. B.

Selected articles on government ownership of telegraph and telephone. 1914 Wilson $1.25

Juglar, J. C.

Brief history of panics and their periodical occurrence in the United States, tr. and ed. with an introduction and brought down from 1889 to date. 1916 Putnam $1

Jurisprudence. See Law

Jute trade. See Textile trade

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Kahn, J. and Klein, J. J.

Principles and methods in commercial education. 1914 Macmillan $1.40

Kaiser, J.

Systematic indexing. 1911 Pitman $4.50

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The national bibliographies of the South American republics. Preliminary list. 1913 Boston 25c

Kallman, M. M.

Mercantile credits. 1914 Ronald $2

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High cost of living. 1914 Kerr 50c

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What every business woman should know. 1916 Stokes $1.60 Also published under title What every business man should know.

Keeping a dollar at work. De Weese, T. A. 1915

Keeping up with rising costs. Sammons, W. 1915

Keiler, H.

American shipping. 1913 Stechert $2.40

Keister, D. A.

Corporation accounting and auditing. 11th ed. 1906 Burrows $4

Keller, A. G., and Bishop, A. L.

Commercial and industrial geography. 1912 Ginn $1

Kelley, F.

Modern industry in relation to the family. 1914 Longmans $1

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Lumber industry. 1914 Ronald $1

Kemmerer, E. W.

Money and credit instruments in their relation to general prices. 1907 Holt $1.25

Seasonal variations in the relative demand for money and capital in the United States; a statistical study. 1910 (Nat. monetary com.) (61st Cong. 2d sess. Sen. doc. 588) 60c

Kenna, E. D.

Railway misrule. 1914 Duffield. $1.25

Kennan, K. K.

Income taxation. 1910 Burdick $3.50

Kent, J.

Commentaries on American law. 14th ed. 4v 1896 Little $15

Kent, W.

Investigating an industry. 1914 Wiley $1.20

Kent, W. —*Continued*
Mechanical engineer's pocket book. 1915 Wiley $5

Kenyon, H. A.
Spanish commercial correspondence. 1907 Wahr 75c

Kester, R. B.
Accounting theory and practice. 1917 Ronald $2.50
Problems and practice data for elements of accounting. 1916 Col. univ. bk. store 75c

Ketcham, E. A.
Fire insurance. 1916 Ketcham $2.50

Key to indexing and précis writing. Beak, G. B. 1908

Kilduff, E. J.
Private secretary. 1916 Century $1.20

Kimball, D. S.
Principles of industrial organization. 1913 McGraw $2.50

Kimball, G. S.
Business English. 1908 Bobbs 50c
Business speller. 1913 Bobbs 30c
Commercial arithmetic. 1911 Putnam $1

Kimble, E. J.
Kimble's commercial, industrial and technical vocabularies for stenographers. 1915 Kimble $1.50

Kindl, F. H.
Rolling mill industry. 1913 Penton $2

King, C. L.
Lower living costs in cities. 1915 Appleton $1.50
Regulation of municipal utilities. 1912 Appleton $1.50
Study of trolley light freight service and Philadelphia markets in their bearing on the cost of farm produce. 1912 Dept. of public works, Room 216, City Hall, Phila.

King, G.
Theory of finance. 3d ed. 1898 Spectator $2

King, W. I.
Elements of statistical method. 1912 Macmillan $1.50
Valuation of urban realty for purposes of taxation, with certain sections especially applicable to Wisconsin. 1915 Univ. of Wis.
Wealth and income of the people of the United States. 1915 Macmillan $1.50

Kingston, A.
Pitman's popular guide to journalism. 4th ed. Pitman 50c

Kinley, D.
Independent treasury of the United States and its relations to the banks of the country. 1910 (Nat. monetary com.) (61st Cong., 2d sess. Sen. doc. 587) Supt. of doc. 45c

Kirkaldy, A. W.
History and economics of transport. 1915 Pitman $3

Kirkbride, F. B., and Sterrett, J. E.
Modern trust company. 4th ed. 1913 Macmillan $2.50

Klein, J. J.
Elements of accounting. 1913 Appleton $1.50

Kleiser, G.
How to develop power and personality. 1909 Funk $1.25
Self confidence. 1910 Funk $1.25
Talks on talking. 1916 Funk 75c

Knauth, O. W.
Policy of the United States towards industrial monopoly. 1914 Longmans $2

Kniffin, W. H.
Practical work of a bank. 1915 Bankers' $5
Savings bank and its practical work. 1912 Bankers' $5

Knit goods trade
For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

Directories

*Davison's hosiery and knit goods trade: a directory of manufacturers and jobbers, with names of buyers, large retailers, hosiery and knit goods dyers, knitting yarns, raw and thrown silk, cotton, wool and silk waste; manufacturers' agents, city offices and salesrooms of mills, with selling agents

Knoeppel, C. E.
Industrial preparedness. 1916 Engineering $1
Installing efficiency methods. 1915 (Works management lib.) Engineering $3
Maximum production in machine-shop and foundry. 1911 (Works management lib.) Engineering $2.50

Knoop, D.
Outlines of railway economics. 1913 Macmillan $1.50

Knowlson, T. S.
The art of success. 1902 Warne $1
The art of thinking. 1902 Warne $1

Knowlson, T. S. —*Continued*

Business! practical hints for master and man. 1900 Warne 40c

Business psychology. 1912 Sheldon $2

Knox, J. J.

United States; a history of the various issues of paper money by the government of the United States with an appendix containing the recent decision of the Supreme court of the United States and the dissenting opinion upon the legal tender question. 1888 Scribner $1.50

Knox, J. S.

Salesmanship and business efficiency. 1915 Knox $1.50

Koch, R.

German imperial banking laws. 1910 (Nat monetary com.) (61st Cong., 2d sess. Sen. doc. 574) Supt. of doc. 35c

Koebel, W. H.

Paraguay. 1917 Scribner $3

Koester, F.

Price of inefficiency. 1913 Sturgis $2

Kuhn, A. K.

Comparative study of the law of corporations. 1912 Longmans $1.50

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*Eliot, C. W. Future of trades-unionism and capitalism in a democracy. 1910

*Fiske, A. K. Honest business; right conduct for organizations of capital and labor. 1914

*Gantt, H. L. Work, wages and profits. 2d ed. 1913 (Works management lib.)

Lloyd, H. D. Lords of industry. 1910

*Nearing, S. Poverty and riches; a study of the industrial regime. 1916

*Watney, C. Industrial warfare; the aims and claims of capital and labour. 1913

See also Arbitration, Industrial; Capital; Cooperation; Economics; Efficiency, Industrial; Employers' liability; Industry; Labor and laboring classes; Labor unions; Profit sharing; Wages; Welfare work

Labor and laboring classes

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained from United States Dept. of labor, Washington, D. C. or through your congressman

*Acad. of political science. Labor disputes and public service corporations. 1917

*Amer. acad. of pol. and soc. science. Personnel and employment problems in industrial management. 1916

Babson, R. W. Future of the working classes; economic facts for employers and wage earners. 1914

Blackford, K. M. H. Job, the man, the boss. 1914

*Boyle, J. Minimum wage and syndicalism; an independent survey of the two latest movements affecting American labor. 1913

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*Mitchell, J. Wage earner and his problems. 1913

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*Seager, H. R. Social insurance, a program of social reform. 1910

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*Streightoff, F. H. Standard of living among the industrial people of America. 1911

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Tarbell, I. M. New ideals in business; an account of their practice and their effects upon men and profits. 1916

*U. S. Bur. of labor statistics. This bureau publishes material on the following subjects: Benefit and retirement systems; Conciliation and arbitration (including strikes and lockouts.); Cooperative enterprises; Cost of living; Employment bureaus; Foreign labor laws; Hours of labor; Housing; Industrial accidents and prevention; Industrial diseases and hygiene; Labor laws; Old age pensions; Retail prices; Wages; Wholesale prices; Women in industry; Workmen's insurance and compensation and information regarding special trades and industries

Yerkes, R. M. A point scale for measuring mental ability. 1915

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New York City

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Machinery and equipment. 1915 (Factory management ser.) Shaw $2.50

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For list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of doc., Washington, D. C.

Directories

*Hendrick's commercial register of the United States for buyers and sellers: especially devoted to the interests of the architectural, contracting, electrical, engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries.

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Rousset, C. Annuaire de la quincaillerie et des métaux. A classified directory of the hardware and metal goods trade of the world

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See also Advertising—Mail order business

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Periodicals

Advertising age and mail order journal. Monthly

*Mail order news. Monthly

National 5, 10 and 25c magazine; an independent American trade journal devoted to the business interests of those who deal in low-priced merchandise. Monthly

*Novelty news; new ways to build up business, unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, post cards. Monthly

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This bureau publishes many other bulletins on industry and manufacturing

See also Canada — Manufacturers; United States—Industries; and under names of the different industries

Accounting

See Accounting, Cost; Accounting—Factories; and names of industries under heading Accounting

Directories

Alphabetical list of manufacturers of mill, steam, mine, plumbing, heating and lighting supplies and machinery and tools in the United States giving home and branch offices. (In Engineering directory.)

*Hendricks' commercial register of the United States for buyers and sellers, with which has been incorporated "The assistant buyer;" especially devoted to the interests of the architectural, contracting, electrical engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries

Manufacturers—Directories—*Continued*

*Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries

*MacRae's blue book, America's greatest buying guide, in use by the mechanical engineering and purchasing departments of the steam and electric railways of North America; mines, contractors, iron and steel industries, municipalities, shipbuilders, the United States and foreign governments and others

Ryland's colliery, iron, steel, tin-plate, engineering and allied trades directory

*Sweet's architectural catalogue; indexed by firms represented, by products and by location

*Sweet's engineering catalogue; a collection of condensed catalogues pertaining to engineering materials, equipment and supplies, completely indexed

*Thomas' register of American manufacturers and first hands in all lines

See also under names of things manufactured and the list under Directories, Trade, professional and miscellaneous

Periodicals

*American industries; the manufacturer's magazine. National association of manufacturers of the United States of America. Monthly

*Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning American manufacturers. Philadelphia commercial museum. Monthly

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*Dun's review; international edition; a journal of international trade. Monthly

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Map collection

No attempt has been made in this catalogue adequately to represent the large collection of maps and atlases at the Business Branch. The following summary gives a suggestion of its size and scope: 7 general atlases, 4 New Jersey atlases, 15 real estate atlases, 600 soil maps of counties and districts in the United States, 1000 county rural delivery maps, 600 maps of cities, states, etc., 500 United States topographic maps of neighboring states, 198 United States geologic atlases and over 100 automobile road maps

U. S. Geological Survey. Topographical maps

These maps are on a scale of 1 mile to an inch and can be obtained in sections which may be mounted together to make a complete wall map of larger scale than is generally obtainable elsewhere.

Key maps showing sections of each state for which maps have been printed can be obtained from this department.

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Card index. 1909 Pitman, G. 1s

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International exchange. 4th ed 1912 Int. exch. $5

Marine engine and boiler trade

Directories

Lloyd's register of shipping. 2v

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Directory of shipowners, shipbuilders and marine engineers
*Marine and naval engineers. (In Blue book of Amer. shipping)

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Maritime law
*Lissenden, G. B. Practice and law of export trading. 1914
Tables of freeboard, digest of merchant shipping acts, etc. (In Shipping world year book)
*U. S. Bur. of navigation. Navigation laws of the United States. 1915

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*Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations, also grain, cotton, coffee and provisions. Monthly
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*Statist; a journal of practical finance and trade. London. Weekly
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*Wall street journal. Daily

See also Crop estimates

Marketing of farm produce
For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained from the Interstate Commerce Commission, Washington, D. C., and the U. S. Dept. of Agriculture or through your congressman.

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*Thomas' American machinery, iron, steel and metal trades reference book of the United States; users of metal working machinery and tools; dealers in machinery, tools; machinists', mill and engineers' and railroad supplies; iron, steel, metals, scrap iron, etc.

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Directories

Directors of museums. (In U. S. Bur. of education. Educational directory)

Musgrave, C. E.

London chamber of commerce. 1914 Wilson, E. 2s 6d

My adventures with your money. Rice, G. G. 1913

Myers, G.

History of Canadian wealth. 1914 Kerr $1.50

History of the great American fortunes. 3v 1910 Kerr $4.50

N

Nash, W. T.

Multiplying your income. 1914 Spectator $1.25

Nation as a business firm. Mallock, W. H. 1910

National assoc. of corp. schools. Annual convention; papers. $2.50

National assoc. of credit men. Bulletin Monthly

Credit man's diary. Annual

Pamphlets issued by the association bound with: Abuses as to receivers in bankruptcy

National assoc. of manufacturers of the U. S. of Amer.

American industries; the manufacturer's magazine. Monthly

Export American industries. Monthly

National assoc. of port authorities. See American association of port authorities

National banks

For a price list of valuable pamphlets on this subject, which may be bought at small cost address Supt. of documents, Washington, D. C. Some of these may be obtained on application to the Dept. of the treasury or through your congressman

*Davis, A. M. Origin of the national banking system. 1910-11 (Nat. monetary com.)

Int. cor. schools. History of banking; national and state banking; national bank supervision; savings banks; trust companies

National city bank of N. Y. National banks of the United States. 1812-1910. 1910

Sprague, O. M. W. History of crises under the national banking system. 1910

National banks—*Continued*

U. S. Comptroller of the currency. National bank act, as amended, Federal reserve act as amended. 1915

U. S. Laws, statutes, etc. National bank act as amended. 1915

See also Banks and banking

National board of fire underwriters

Brearley, H. C. Fifty years of a civilizing force: an historical and a critical study of the work of the national board of fire underwriters. 1916

Building code recommended. 3d ed 1909 Nat. board

Proposed standard schedule for grading cities and towns of the United States with reference to their fire defenses and physical conditions. 1915 Nat. board

National cash register co.

There's money in your show window. 1913

National cash register co.

Crane, F. Business and kingdom come. 1912

National city bank of N. Y.

The Americas. Monthly

National banks of the United States. 1812-1910. Nat. city bank

National civic federation

Commission regulation of public utilities. 1913 $8.50

Preliminary report upon Great Britain's national health insurance act, including old age pensions. 1915 $1

Problem of pensions; federal, state, municipal and industrial. 1916 $2

Profit sharing by American employers. 1916 $2

Report of the joint commission upon the operation of state workmen's compensation laws. 1915

Shall the government own and operate the railroads, the telegraph and telephone systems; the affirmative side; the negative side. 1915 50c

National civic federation. Commission on public ownership and operation

Municipal and private operation of public utilities. 3v 1907

National civic federation. Social insurance department

Report of the committee on preliminary foreign inquiry. 1915

National conference of commissioners on uniform state laws

American uniform commercial acts. 1910

National conference on marketing and farm credits

Marketing and farm credits; a collection of papers read at the 3rd annual sessions of the National conference on marketing and farm credits in joint program with the National council of farmers' co-operative associations. 1915 $1

National convention of insurance commissioners

Proceedings

National debts. See Debts, Public

National fire protection association

Field practice. 1914 Nat. fire prot. assoc. $1.50

National foreign trade convention

Official reports. Nat. for. tr. $1.50 Yearly

National monetary commission

Publications in 24 vols. 1912 Supt. of doc. $45

Interviews on banking in England, France, Germany, Switzerland and Italy. v 1

Financial laws of United States, 1778-1909 v 2

Digest of state banking. v 3

Banking in United States before civil war. v 4

National banking system. v 5

Clearing houses and credit instruments. v 6

State banks, trust companies and independent treasury system. v 7

English banking system. v 8

Banking in Canada. v 9

Reichsbank. v 10

German banking and banking laws. v 11

German bank inquiry, 1908, pt 1 v 12

German bank inquiry, 1908, pt 2 v 13

Great German banks. v 14

Banking in France and French Bourse. v 15

Banking in Belgium and Mexico. v 16

Banking in Sweden and Switzerland. v 17

Banking in Italy, Russia, Austro-Hungary and Japan. v 18

National banking laws. European fiscal and postal savings systems. v 19

Miscellaneous. v 20

Statistics for United States, Great Britain, Germany and France. v 21

Seasonal variations in demands for currency and capital. v 22

Financial diagrams. v 23

Recommendations. v 24

National resources. See Natural resources

National society for the promotion of industrial education

Bulletins, 1907-

National tax association

State and local taxation; national conference. Addresses and proceedings. N. Y. Bd. of tax com.

Natural gas. See Directories, Trade, professional and miscellaneous—Gas

Natural resources

*Gregory, M. H. Checking the waste: a study in conservation. 1911

*Pinchot, G. Fight for conservation. 1910

Van Hise, C. R. Conservation of natural resources in the United States. 1910

See also Coal industry; Commercial geography; Commercial products; Economic conditions—United States; Lumber industry; Mineral industry

Nature and first principles of taxation. Jones, R. 1914

Nature of capital and income. Fisher, I. 1912

Naval architects

Directories

Architects' directory and specification index; landscape and naval architects of the United States and Canada, etc.

Consulting marine engineers and naval architects. (In Directory of shipowners, shipbuilders and marine engineers)

*Naval architects and marine engineers. (In Blue book of Amer. shipping)

Navigation

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

Lloyd's calendar

*U. S. Bur. of navigation. Navigation laws of the United States. 1915

See also Commerce; Directories, Trade, professional and miscellaneous—Shipping; Docks; Inland navigation; Merchant marine; Ports; Shipping

Neal, E. V., and Cragin, C. T.

Modern illustrative bookkeeping. 1901 Amer. bk. $1

—and Moore, J. H.

Modern illustrative banking. 1904 Amer. bk. 55c

Nearing, S.

Anthracite, an instance of natural resource monopoly. 1915 Winston $1

Financing the wage earner's family. 1913 Huebsch $1.25

Income. 1915 Macmillan $1.25

Poverty and riches. 1916 Winston $1

Reducing the cost of living. 1914 Jacobs $1.25

Wages in the United States. 1908-1910. 1911 Macmillan $1.25

Negotiable instruments

*Babson, R. W. Commercial paper; a text book for merchants, bankers and investors. 1911

Bigelow, M. M. Law of bills, notes, and cheques. 2d ed 1900

*Federal reserve board. Commercial paper as defined by the Federal reserve board.

Int. cor. schools. The law of commercial paper; the law of banks and banking; the law of partnership; the law of building associations; the law of beneficial associations

Irving nat. bank, N. Y. Commercial paper as defined by the federal reserve board. 1914

McMaster, J. S. Irregular and regular commercial paper. 1902

*Tillyard, F. Banking and negotiable instruments; a manual of practical law. 1914

Tompkins, L. J. Law of commercial paper. 1913

See also Bonds; Commercial law; Exchange; Interest; Investments; Mortgages; Securities; Stocks

Nelson, S. A.

A B C of options and arbitrage. 1904 (Wall street lib. v 6) Doubleday 60c

A B C of stock speculation. 1902 (Wall street lib. v 5) Doubleday 60c

A B C of Wall street. 1900 (Wall street lib. v 1) Doubleday 60c

Bond buyers' dictionary. 1907 Steurer $2

Consolidated stock exchange of New York. 1907 Benesch

Net worth and the balance sheet. Stockwell, H. G. 1912

Netherlands—Banks and banking. See Banks and banking—Netherlands

Neutral rights. See International law

New agrarianism; a survey of the prevalent spirit of social unrest, and a consideration of the consequent campaign for the adjustment of agriculture with industry and commerce. Dahlinger, C. W. 1913

New business. Tipper, H. 1914

New competition. Eddy, A. J. 1912

New ideals in business. Tarbell, I. M. 1916

New industrial day. Redfield, W. C. 1913

New international yearbook. Dodd $5

New Jersey—Bur. of industrial statistics
Industrial directory of New Jersey

New Jersey—Dept. of state
Corporations of New Jersey; list of certificates filed. This is supplemented by a card index of clippings from the weekly periodical "N. J. commerce and finance"

New Jersey

Gazetteers

Descriptive notes relating to cities, towns and villages. (In N. J.—Bur. of industrial statistics. Industrial directory of N. J.)

Industries

N. J.—Bur. of industrial statistics. Industrial directory of New Jersey; cities, towns and villages having a population of 100 and over, with railroad, banking, express and postal facilities, also list of articles manufactured in New Jersey with names of firms; cities and towns offering special industrial opportunities. Triennial

New South Wales—Bur. of statistics
Official year book. Government statistician, Sydney, New South Wales 2s 6d

New York charities directory. Charity organization society $1

N. Y. City—Dept. of finance
Manual of accounting and business procedure. 1909

New York City

Biography

Who's who in New York city and state; a biographical dictionary of contemporaries

Corporations

See Corporations—New York City

Directors

Directory of directors in the city of New York

Finance

Ma., Y. C. Finances of the city of New York. 1914

N. Y. City—Dept. of finance. Manual of accounting and business procedure. 1909

Harbor

Smith, R. A. C. Commerce and other business of the waterways of the state of New York, their relation to the port of New York, and the ports of the world. 1914

N. Y. State—Com. to investigate port conditions
The commerce and other business of the waterways of the state of New York, their relation to the port of New York and the ports of the world. 1914

N. Y. State—Dept. of labor
Industrial directory of New York state

N. Y. State—Public service com.—1st district
Uniform system of accounts prescribed for great railroad corporations. 1908

New York State

Banks and banking

See Banks and banking—New York State

Biography

Who's who in New York city and state; a biographical dictionary of contemporaries

Gazetteers

Description of cities and villages of 1,000 or more. (In N. Y. state—Dept. of labor. Industrial directory)

Industries

N. Y. State Dept. of labor. Industrial directory of New York state

N. Y. state library
Indexing principles, rules and examples. 1905 N. Y. state lib. 15c

New York stock exchange. See Stock exchange—New York City

New York stock exchange in the crisis of 1914. Noble, H. G. S. 1915

New York Times index; a master key to all newspapers. Quarterly. Times

New Zealand

Statistics

Handbook on Canada, Australia, New Zealand and South Africa

Newark, N. J.—Dept. of weights and measures
What every housewife should know

Newark, N. J.

Directories

Copies of the latest edition are lent for ten cents a day. The file of directories

Newark, N. J.—Directories—*Continued*
at the Business Branch is from 1900 to date. At the Main Library the set is complete, 1835 to date

Newcomb, H. T.
Federal courts and the orders of the Interstate commerce commission. 1905 Gibson bros.

Newell, F. H., and Drayer, C. E.
Engineering as a career. 1916 Van Nostrand 75c

Newfoundland

Gazetteers

Lovell's gazetteer of the Dominion of Canada together with Newfoundland. 1908

Newmark, J. H.
Automobile business. 1915 Automobile pub. co. $2

News, ads and sales. Opdycke, J. B. 1914

Newspaper advertising. See Advertising—Newspapers

Newspaper editing. Hyde, G. M. 1915

Newspaper reporting and correspondence. Hyde, G. M. 1912

Newspaper writing and editing. Bleyer, W. G. 1913

Newspapers. See also Journalism; Periodicals

Directories

*Ayer, N. W. & son. American newspaper annual and directory; a list of newspapers published in the United States, territories and Dominion of Canada, Cuba and the West Indian Islands; their circulation, issue, date of establishment, political or other distinctive features.

*Chesman, N. & co. Newspaper rate book; includes a catalogue of newspapers and periodicals in the United States, Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands, having 5,000 circulation and over, with advertising rates, circulation, etc.

Newspaper press directory and advertisers' guide: containing particulars of every newspaper, magazine, review, and periodical published in the United Kingdom and the British Isles; the continental, American, Indian and colonial papers and a directory of class papers and periodicals

*U. S. Bur. of foreign and domestic commerce. Foreign publications for advertising American goods; advertising rates, circulation, subscription price, etc.

Neystrom, P. H. See Nystrom, P. H.

Nicholas, F. C.
Mining investments and how to judge them. 1907 Moody $1

Nichols, J. M. H.
Business man's rapid calculation. 1913 Business $1

Nichols, W. G.
Cost finding. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 8)

Nicholson, J. L.
Cost accounting, theory and practice. 1913 (Ronald accounting ser.) Ronald $4

Nicholson on factory organization and costs. 1911 Kohl $5.50

Nixon, L.
Canal tolls and American shipping. 1914 McBride $1.25

Noble, H. G. S.
New York stock exchange in the crisis of 1914. 1915 N. Y. Stock exch.

North Pacific ports. Terminal pub. co. 1917

Norton, G. P.
Balancing for expert bookkeepers. 1894 Simpkin 6s

Norway

Economic conditions

Drachman, P. Industrial development and commercial policies of three Scandinavian countries. 1915

Notaries public
John, E. M. American notary and commissioner of deeds manual. 1904

Notes on life insurance. Fackler, E. B. 1907

Nourse, E. G.
Agricultural economics. 1916 Univ. of Chicago $2.75

Novelties

Periodicals

National 5, 10 and 25c magazine; an independent American trade journal devoted to the business interests of those who deal in low-priced merchandise. Monthly

*Novelty news; new ways to build up business; unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, postcards. Monthly

Noyes, A. D.
Forty years of American finance. 1909 Putnam $1.50

Noyes, W. C.
American railroad rates. 1905 Little $1.50

Nurserymen

Directories

*American florist company's directory of florists, nurserymen and seedsmen of the United States and Canada

American fruits year book and directory of nurserymen of the United States, Canada and Europe

Nystrom, P. H.
Economics of retailing. 1915 Ronald $2

Retail selling and store management. 1914 Appleton $1.50

Textiles. 1916 Appleton $1.50

O

Obsolete American securities. Smythe R. M. 2v 1904 & 1911

Occupation, Choice of. See Vocational guidance

Occupations
Occupation statistics. (In U. S. Bur. of the census. Final report of the 13th census. v 4 1910-15)

Diseases

See Industrial diseases

Occupations; a text book in vocational guidance. Gowin, E. B. 1916

Occupations from the social, hygienic and medical points of view. Oliver, Sir T. 1916

Ocean and inland water transportation. Johnson, E. P. 1911

Ocean carriers. Smith, J. R. 1908

Ocean trade and shipping. Owen, D. 1914

Ocean traffic and trade. Hough, B. O. 1914

Office management. See Business; Catalogue making (business); Efficiency, industrial; Files and filing (documents)

Office organization and management. Dicksee, L. R. 1911

Office salesmanship. Cody, S. 1911

Office supplies
Russell, G. C. Billing and order recording. (In Amer sch. of cor. Cyc. of commerce, etc. v 5)

U. S. Bank note co. How to organize and equip a modern bank. 1913

Periodicals

Office appliances; the magazine of office equipment Monthly

Office training for stenographers. SoRelle, R. P. 1911

Official congressional directory. U. S. Congress

Official guide of the railways and steam navigation lines of the United States. Monthly

Offner, M.
Mental fatigue. 1911 Warwick $1.25

Ohio industrial com.
Cost of living of working women in Ohio. Rept. no. 14 1915

Old age pensions. Hoare, H. J. 1915

Old age pensions. See Insurance—Old age; Pensions

O'Leary, I. P.
Department store occupations. 1916 Sage foundat. 25c

Oleomargarine. See Butter industry

Olin, C. H.
Journalism. 1906 Penn 50c

Oliver, D.
The short and quick of income tax returns. 1915 Oliver $1.25

Oliver, Sir T.
Occupations from the social, hygienic and medical points of view. 1916 Putnam $1.80

On the art of cutting metals. Taylor, F. W. 1906

One hundred advertising talks. Freeman, W. C. 1912

101 points against free trade. Barker, J. E. 1909

125 brain power business manual. Holman, W. C. 3v 1912

One hundred easy window trims. Byxbee pub. co. 1913

100 of the world's best business books. Ronald press co. 1913

One hundred years of American commerce. Depew, C. M. 1895

One thousand questions and answers in business law. 1911 Carrell and Hoit $1

Opdycke, J. B.
News, ads and sales. 1914 Macmillan $1.25

Opera houses. See Theatres—Directories

Operation and costs. 1915 (Factory management ser.) Shaw $2.50

Operation of the new bank act. Conway, T. 1914

Opportunities, how to make the most of them. Charley, L. 1916

Optical instrument trade

Directories

Fogerty's directory of the jewelry and and kindred trades in the United States

*Wholesale jobbing houses and manufacturers of optical goods. (In Blue book of optometrists and opticians)

Opticians

Directories

Blue book of optometrists and opticians in the United States and Canada; colleges, officers of societies, examining boards, text of the laws, wholesale jobbing houses, manufacturers, optical books, etc.

Orcutt, W. D.
Writer's desk book. 1912 Stokes 60c

O'Reilly, J. J. E.
The postal service. 1912 Chief 75c

Organ trade

Directories

Freund, J. C. Piano and organ purchaser's guide; containing information with regard to pianos, player-pianos, pipe and reed organs, self-playing organs and their various makers

Organization and management of business corporations. Clephane, W. C. 1913

Organization and management of business corporations. Couse, H. A. 1915

Organization, correspondence, transportation. 1911 (Alex. Hamilton inst. Mod. bus. v. 2)

Organizing a business. Robinson, M. H. 1915

Organizing a factory. Woods, C. E. 1908

Origin of the national banking system. Davis, A. M. 1910-11

Orr, E. G.
Real estate brokers' cyclopedia. 1911 Stewart $3.50

Orth, S. P.
Readings on the relation of government to property and industry. 1915 Ginn $2.25

Osborne, A. A.
Speculation on the New York stock exchange. September 1904-March 1907. 1913 Longmans $1.50

Osteopaths

Directories

Amer. osteopathic assoc. Directory of members and a directory of regularly graduated osteopathic physicians not members of the American osteopathic association; directory of state organizations, outline of state laws, etc.

Other people's money. Brandeis, L. D. 1914

Our foreign service. Van Dyne, F. 1909

Our inland seas. Mills, J. C. 1910

Outlines of economics. Ely, R. T. 1915

Outlines of railway economics. Knoop, D. 1913

Overhead expense and percentage methods. Baillet, H. F. 1915

Owen, D.
Ocean trade and shipping. 1914 Putnam $3.25

Ownership tenure and taxation of land Whittaker, Sir T. P. 1914

P

"P., Q."
How to buy life insurance. 1906 Doubleday. $1.20

Pacific coast assoc. of port authorities
Report and proceedings 1915

Packers, the private car lines and the people. Armour, J. O. 1906

Packing companies. See Shipment of goods —Directories

Packing for shipment. See Shipment of goods

Packing house trade

Directories

Meat packers. (In Thomas' wholesale grocery and kindred trades register)

Page, A.
War and alien enemies. 1914 Stevens & sons 5s

Page, E. D.
Trade morals. 1914 Yale $1.50

—and others
Morals in modern business. 1909 Yale $1.25

Page, E. T.
Advertising. 1903 Publicity

Page, W. K.
Preparation and care of mailing lists. 1914 Addressograph

Paish, G.
Trade balance of the United States. (In Hirst, F. W. Credit of nations)

Palgrave, Sir R. H. I.
English banking system. (Nat. monetary com.) Supt. of doc.

Palmer, G. H.
Trades and professions. 1915 Houghton 35c

Pan Amer. financial conference
Proceedings. Supt. of doc. $1

Pan American union
Bulletin. Monthly
Commercial nomeclature. 2v 1894
Barrett, J. Pan American union; peace, friendship, commerce. 1911

Panama canal
For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.
Barrett, J. Panama canal. 1913
Bishop, J. D. Panama gateway. 1914
*Goethals, G. W. Isthmian canal. 1909
*Hutchinson, L. Panama canal and international trade competition. 1915
*Johnson, E. R. Measurement of vessels for the Panama canal. 1913
*——. Panama canal and commerce. 1916
——. Panama canal traffic and tolls. 1912
*Johnson, W. F. Four centuries of the Panama canal. 1906
Mills, J. S. Panama canal; a history and description of the enterprise. 1913
Nixon, L. Canal tolls and American shipping. 1914
*Sibert, W. L. Construction of the Panama canal. 1915
*Williams, M. W. Anglo-American isthmian diplomacy, 1818-1915. 1916

Periodicals

Panama canal record. Weekly

Panama canal international trade competition. Hutchinson, L. 1915

Panama canal traffic and tolls. Johnson, E. R. 1912

Panics
For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.
*Bilgram, H. Cause of business depressions. 1914
*Burton, T. E. Financial crises and periods of industrial and commercial depression. 1912
Conant, C. A. History of modern banks of issue; with new chapters on the Federal reserve act and the banks in the European war. 5th ed 1915
Crowell, F. How to forecast business and investment conditions. 1911
*Hawtrey, R. G. Good and bad trade; an inquiry into the causes of trade fluctuations. 1913
Hirst, F. W. Six panics and other essays. 1913
Hull, G. H. Industrial depressions; their causes analyzed and classified with a practical remedy for such as result from industrial derangements, or Iron, the barometer of trade. 1911
Juglar, J. C. Brief history of panics and their periodical occurrence in the U. S. . . . 1889 to date. 1916
*Mitchell, W. C. Business cycles. 1913
Seligman, E. R. A. Currency problem and the present financial situation; a series of addresses delivered at Columbia univ. 1907-1908
*Sprague, O. M. W. History of crises under the national banking system. 1910 (Nat. monetary com.)
See also Speculation

Paper money. See Currency question; Money

Paper trade

Directories

*Lockwood's directory of the paper, stationery and allied trades. Includes paper, pulp and fibre mills, paper dealers, paper stock and rag dealers, bag and box manufacturers, specialties, stationers, trade associations, twine manufacturers, watermarks and brands
*Paper makers' directory of all nations; containing the principal paper, pulp and board mills of the world
Printers' green book; containing a classified list of water-marked bonds, linens, writings and ledgers, as well as a list of all high-class covers and book papers, with list prices and giving the names of paper jobbers who carry same in stock

Paraguay
Argentine year book, to which is added chapters on the republics of Uruguay and Paraguay

Economic conditions

Koebel, W. H. Paraguay. 1917

Parcel post
For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

Parcel post—*Continued*

Getzler's transportation rates; freight rates, express and parcel post rates from N. Y., Chicago, Phila., St. Louis, Boston, Cleveland, Baltimore, Detroit; also through freight rates between the cities of the central, middle and New England states. 1915

Phelps, E. M. Selected articles on the parcels post. 1911

U. S.—Dept. of commerce. Factors in foreign trade, language, currency, weights and measures, postal rates, and parcel post facilities. 1912

U. S.—Post office dept. List of rural-delivery county maps. Monthly

——. Postal laws and regulations applicable to the rural mail service. 1915

See also Postal service

Paris, B. J.

Hardware advertising for the retailer. 1913 Williams $2.50

Parker, J. S.

Corporation manual. Annual. Corp. man. co. $10

Parker, W. W.

Salary and wage tables. 1913 Supt. of doc.

Parkhurst, F. A.

Applied methods of scientific management. 1912 Wiley $2

Predetermination of true costs. 1916 Wiley $1.25

Parks. See Botanical gardens—Directories; Landscape architects—Directories

Directories

Park superintendents. (In Amer. florist co.'s directory of florists, nurserymen and seedsmen

Parliamentary practice

Cushing, L. S. Manual of parliamentary practice for deliberative assemblies and rules of procedure in business corporation meetings. 1914

Parsons, C. C.

Business administration. 1909 System $3

Parsons, F.

Choosing a vocation. 1909 Houghton $1

Heart of the railroad problem. 1906 Little $1.50

Parsons, F. A.

Principles of advertising arrangement. 2nd ed 1913 Pitman 6s

Parsons, T.

Laws of business for all the states and territories of the Union and the Dominion of Canada. 1914 Scranton $4

Partnership

Alderson, W. A. Practical treatise on the law of receivers as applicable to individuals, partnerships, and corporations. 1905

*Conyngton, T. Manual of partnership relations. 1905

Dicksee, L. R. Business organization. 1910

Int. cor. schools. The law of commercial paper; the law of partnerships; the law of corporations; the law of building associations; the law of beneficial associations

See also Accounting, Partnership; Corporation law

Partnership-corporation insurance. Hoyt, W. D. 1914

Passing of the idle rich. Martin, F. T. 1911

Passing of the tariff. Bridgman, R. L. 1909

Patent medicines. See Medicines, Patent, proprietary, etc.

Patents

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of Documents, Washington, D. C.

Cresee, F. A. Practical pointers for patentees; information and advice on the sale of patents; an elucidation of the best methods employed by the most successful inventors in handling their inventions. 1901

*Edelman, P. E. Inventions and patents. 1915 (Includes bibliography)

*Elfreth, W. H. Patents, copyrights and trade-marks. 1913

Hutchinson, W. B. Patents and how to make money out of them. 1899

Int. cor. schools. Law of patents, copyrights and trade marks; of insurance; of mines and mining

Prindle, E. J. Patents as a factor in manufacturing. 1908 (Works management lib.)

Singer, B. Patent and trade mark laws of the world. 1911

Thomson, H. C. Patents, trade marks, design patents. 1913

U. S. Patent office. Official gazette of the United States patent office, containing patents, trademarks, designs and labels. Weekly. (Specifications and drawings for individual patents may be bought for 5c ea.)

——. Patent laws

Patents —*Continued*

—— Rules of practice in the United States patent office

See also Inventions and inventors; Trade marks and trade names

Patents and how to make money out of them. Hutchinson, W. H. 1899

Patents as a factor in manufacturing. Prindle, E. J. 1908

Patron, M.

Bank of France in its relation to national and international credit. 1910 (Nat. monetary com.) 61st cong. 2d sess., Sen. doc. 494 Supt. of doc. 20c

Patten, C. B.

Methods and machinery of practical banking. 1891 Bankers $5

Pattern shops

Directories

Pattern shops operated in connection with foundries. (In Penton's foundry list)

Paul, N. B.

Heart of Blackstone; or, Principles of the common law. 1915 Abingdon $1

Pawnbroking

Levine, S. W. Business of pawnbroking; a guide and a defence. 1913

See also Bailments; Commercial law; Contracts

Pay-day. Henderson, C. H. 1911

Payne, F. M., pseud. See Carey, T. J.

Peddle, J. B.

Construction of graphical charts. 1910 McGraw $1.50

Penal institutions. See Prisons—Directories

Penniman, H. G.

Manual of fidelity insurance and corporate suretyship. 1911 Spectator $2

Pensions

Nat. civic federation. Preliminary report upon Great Britain's national health insurance act, including old age pensions. 1915

*——. Problem of pensions; federal, state, and industrial

See also Insurance—Industrial; Insurance—Old age; Insurance—State and compulsory

People's banks. Wolff, H. W. 1910

People's insurance. Lloyd-George, D. 1911

Perine, E. T. B.

American trust companies. 1909 Audit.

Story of the trust companies. 1916 Putnam

Periodical advertising. See Advertising, Periodical

Periodicals

The following list is a selection of the business periodicals and others of special interest. Over 400 periodicals are received regularly at the Business Branch. The collection includes business and a few technical journals, municipal journals, house organs, labor union journals and the popular monthlies and weeklies. The principal collection of technical journals is in the Technical Department at the Main Library

Advertising age and mail order journal. Monthly. Mail $1

*Advertising and selling. Monthly Advertising $2

Advertising news. Weekly. Adv. news $3

American brewers' review. Monthly. Amer. brewers. $5

American building association news. Monthly. Amer. bldg. $2

*American city. Monthly. Civic $3

*American contractor; advance information for architects, engineers, contractors, manufacturers, supplymen, etc Weekly. Amer. contr. $10

*American economic review. Quarterly. Amer. econ. $5

*American exporter; a monthly journal of foreign trade. Amer. exp. $3

*American industries; the manufacturer's magazine. Monthly. Nat. man. co. $1

American statistical association. Quarterly publications. $2

*The Americas. Monthly. Nat. city bank

*The annalist; a magazine of finance, commerce and economics. Weekly. Times $4

*Associated advertising. Monthly. Assoc. adv. clubs $1.50

Atlantic deeper waterways assoc. Bulletin. Monthly. Atlantic $1

Bankers magazine. Monthly. Bankers $5

*Board of trade labour gazette. (Great Britain) Monthly. Bd. trade 1d a copy

Buildings and building management. Monthly. Patterson $3

Bullinger's monitor guide. Weekly. Bullinger $7

Bur. of railway economics. Revenues and expenses of steam roads in the U. S. Monthly Bur. rail. ec.

*Business digest; a monthly current cyclopedia of business progress. Digests in abstract form contents of about 50 busi-

Periodicals—*Continued*

ness periodicals. Monthly and bound cumulation $6 Cumulative

Business educator. Monthly. Zaner $1

*Business philosopher. Monthly. Sheldon $3.65

*Census and statistics monthly (Canada) Census

Chicago banker; a weekly paper devoted to the banking and financial interest of the middle west. Chicago $5

*Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning American manufactures. Monthly. Phila. comm. $2

*Commercial and financial chronicle; includes bank and quotation section, railway earnings section, railway and industrial section, bankers' convention section, electric railway section, state and city section. Weekly. Dana $10

Commercial West; representing banking, western investments, milling and grain, the northwest, the central pacific west, the southwest. Weekly. Com. west. $5

*Congressional record. Daily. Supt. of doc. Short sess. $4, long sess. $8

Cuba review. Monthly. Munson $1

*Dry goods economist. Weekly. Textile $6

*Dun's review; international ed; a journal of international trade. Monthly. Dun $3

*Economic world; formerly Market world and chronicle. Weekly. Chronicle $4

*Editor and publisher. Weekly. Ed. and pub. $2

Electric railway journal. Weekly. McGraw $3

Electrical world. Weekly. McGraw $3

Engineering and contracting. Weekly. Clark, M. C. $1

Engineering magazine. Changed to Industrial management

*Engineering news-record. Weekly McGraw $5

*Export American industries. Nat. assoc. of manufacturers of the U. S. of A. Monthly. Csesznak $2

*Exporters' review; issued in connection with the Exporters' encyclopedia. Monthly. Exp. enc. $3

*Factory, the magazine of management. Monthly. Shaw $2

Federal reserve bulletin. Monthly. Fed. reserve bd. $2

Financial age; devoted to the interests of the members of the American bankers association and state associations. Weekly. Hooke $5

Financial America. Daily. N. Y. news $3

*Financial world. Weekly. Guenther $4

Flour, hay, grain and feed. Monthly. Gregory $1

*Foreign trade record. Weekly. Nat. city bank

Fourth estate; a newspaper for the makers of newspapers and investors in advertising. Weekly. Birmingham $2

Great Britain—Board of trade. Trade and commerce of certain foreign countries and British possessions. Monthly Bd. trade 5d Monthly

Hacienda (La); revista mensual illustrada sobre agricultura, ganaderia e industrias rurales. Monthly. Wendt $3.60

Independent merchant. Monthly. Anderson $2

Industrial and mining age. Weekly. Rice $5

*Industrial arts index; a subject index to 79 engineering, technical and trade periodicals. Issued 5 times a year. Wilson. Price furnished on request

*Industrial arts magazine. Monthly Bruce pub. co. $1.50

*Industrial Canada. Canadian manufacturers assoc. Monthly $2

*Industrial management. Monthly. Engineering $3

*Information; a digest of current events. Quarterly. Cumulative $2

Insurance advocate. weekly. Roberts $3

Insurance critic with which is combined Assurance. Semi-monthly. Underwood $3

Insurance library association. Bulletin $3.50

*Insurance monitor. Monthly. Hine's $3

Insurance register. Monthly. Hughes $3

Insurance world. Weekly. Bergstresser $3

*Internal revenue review; devoted to the interests of the taxpayer under the internal revenue laws and regulations, and of officers and employees of the internal revenue service. Monthly. Int. rev. pub. $1.50

Interstate commerce com. Accident bulletin. Quarterly. Supt. of doc. 20c

Periodicals —*Continued*

——. Decisions. Published at irregular intervals. Supt. of doc. $1

Investment bankers assoc. of Amer. bulletin. Monthly. I. B. A. A.

*Investment weekly including Moody's magazine. Weekly Torr $5

*Investor's pocket manual. Monthly. Financial

*Journal of accountancy. Amer. assoc. of public accountants. Monthly. Ronald $3

*Journal of commerce and commercial bulletin. Daily. Dodsworth $12

*Journal of the American bankers association. Monthly. A. B. A. $2

Judicious advertising. Monthly. Lord $1

*Library of Congress. Catalogue of copyright entries. Pt 1, Group 1, Books, Tri-weekly; Pt 1, Group 2, Directories, maps etc. Monthly. Supt. of doc. $1

——. Monthly list of state publications. Supt. of doc. 50c

*Magazine of Wall street; an investment and financial digest. Bi-weekly. Ticker $4

Mail order news. Monthly. Mail order $3

Manual training and vocational education. Monthly. Manual arts $2

*Manufacturers record; a weekly newspaper devoted to the industrial, financial, railroad, mining, contracting, engineering, building, and general business interests of the south and southwest. Manufacturers $4

Marine news. Monthly. Mar. news $2

Market barometer. Weekly. Felter $1

Metal industry. Monthly. Metal $1

Modern methods. Monthly. Mod. methods. $1

Moody's magazine; the investor's monthly. Combined with Investment weekly

*Municipal journal. Weekly. Mun. jour. $3

Nat. assoc. of credit men. Bulletin. Nat. assoc. credit $1

Nat. city bank. Economic conditions, governmental finance, U. S. securities. Monthly

National 5, 10 and 25c magazine; an independent American trade journal devoted to the business interests of those who deal in low priced merchandise Monthly. Nat. 5, 10, and 25c $1

National municipal review. Quarterly. Nat. mun. league $5

National provisioner. Weekly. Food $3

National real estate journal. Monthly. Polk $1

*Nation's business; agriculture, mining, manufacturing, transportation, distribution, finance, education, professions, government, altruism. Chamber of commerce of the U. S. of A. Monthly. Chamb. com. $1

*Novelty news; new ways to build up business; unique and original advertising ideas, inducement methods to stimulate sales, novel things, souvenirs, emblems, post cards. Monthly. Novelty $2

*Office appliances; the magazine of office equipment. Monthly. Off. app. $1.50

*Official gazette of the U. S. patent office; containing patents, trade marks, designs and labels. Weekly. U. S. pat. $5

Official guide of the railways and steam navigation lines of the U. S., Porto Rico, Canada, Mexico and Cuba. Monthly. Nat. ry. $9

Oil, paint and drug reporter. Weekly. Oil $5

*One hundred per cent; the practical magazine of efficient management. Monthly. Efficiency $2

The Packer. Weekly. Packer $1 Issued as Kansas City Packer, N. Y. Packer, Chicago Packer, Cincinnati Packer, Pacific Coast Packer

*Panama canal record. Weekly. Panama $1

Pan-American magazine. Monthly. Rasor $2.50

*Pan American union bulletin. Monthly Pan Amer. In four languages. English ed. $2, French ed. 75c, Spanish ed. $1.50, Portuguese ed. $1

Poster; an illustrated monthly magazine devoted to poster advertising and poster art. Monthly. Poster ad. $1

*Printers' ink; a journal for advertisers. Weekly. Printers $2

*Public affairs information service; a cooperative clearing house of public affairs information. Weekly. Wilson $100

Public service; electricity, gas, water, telephone, transportation. Monthly. Pub. ser. $2

Purchasing agent. Monthly. Purchasing $2

Periodicals —*Continued*

Railway age gazette. Weekly. Simmons $5

*Readers' guide to periodical literature. Monthly. Wilson $12 Cumulates

Real estate record and builder's guide; devoted to real estate, building management and construction in Greater New York and vicinity. Weekly. Record $8

Realty; in word and picture. Monthly. Realty $2.50

Retailing; the merchants' magazine of method. Monthly. Anderson 50c

*Russia. Monthly. Martens

*Safety engineering. Monthly. Saf. press $3

*Salesmanship. Monthly. Wor. sale. $1.50

Sample case; a magazine for commercial travelers. Monthly. Ord. unit. $1

Single tax review; a bi-monthly record of the progress of single tax and tax reform throughout the world. Miller $1

South American journal. Weekly. 309 Dashwood House, New Broad St., London, E. C. 25s

*Spectator; an American weekly review of insurance. Spectator $4

*Statist; a journal of practical finance and trade. London. Weekly. 51 Cannon St., E. C. London 6d a copy

*System; the magazine of business. Monthly. Shaw $2

*Town development; a magazine for the man who believes in himself and in his town. Monthly. Town devel. $3

Trade and transportation. Monthly. Freight $3

Trust companies. Monthly. Trust $4

U. S. Bur. of census. Cotton . . . statistics. Postal card form. Quarterly. Supt. of doc.

U. S. Bur. of crop estimates. Crop report. Monthly. Supt. of doc.

U. S. Bur. of foreign and domestic commerce. Commerce reports. Daily consular and trade reports. Supt. of doc. $2.50

——. Exports of domestic breadstuffs, cottonseed oil, food, animals, meat and dairy products, cotton and mineral oils from principal customs districts of the U. S. Monthly. Supt. of doc.

——. Foreign commerce and navigation of the U. S. Annual. Supt. of doc. $1

*——. Foreign tariff notes. Quarterly. Supt. of doc. 10c a copy

——. Monthly letter, review of bureau's activities at home and abroad. Supt. of doc.

*——. Monthly summary of the foreign commerce of the U. S. Supt. of doc. $1.50

——. Quarterly statement of imported merchandise. Supt. of doc. 75c

* U. S. Bur. of labor statistics. Monthly review. Supt. of doc.

U. S. Bur. of mines. Monthly statement of coal-mine fatalities. Supt. of doc. 5c a copy

U. S. Bur. of standards. Bulletin. Quarterly. Supt. of doc. $1

U. S. government advertiser. Weekly. 511 11th St., N. W., Wash., D. C. $6

*U. S. Monthly catalogue public documents. Supt. of doc. $1.10

*U. S. Patent office. Official gazette. Weekly. Supt. of doc. $5 Contains the patents, trade marks, designs and labels issued each week; also decisions of the commissioner of patents and of the U. S. courts in patent cases

——. Trade marks. Weekly. $2

U. S. Post office dept. Schedule of steamers appointed to convey mails to foreign countries. Monthly. Supt. of doc. $1

U. S. trade mark assoc. Bulletin. Monthly $10

U. S. Treasury dept. Appeals pending before U. S. courts in customs cases. Quarterly. Supt. of doc. 20c

——. Reappraisement of merchandise by general appraisers. Weekly. Supt. of doc. 60c

*——. Treasury decisions under customs, internal revenue and other laws. Weekly. Supt. of doc. $1.75

Vocational education. Changed to Manual training and vocational education

Wall street digest. Weekly. Wall street $2

*Wall street journal. Daily. Dow $12

Weekly underwriter. Underwriter $5

World convention dates. Monthly. Banking $10

Directories

*Chesman, Nelson & co. Newspaper rate book; includes a catalogue of newspapers and periodicals in the U. S., Canada, Cuba, Porto Rico, Philippine Islands and Hawaiian Islands having

Periodicals—Directories—*Continued*

5,000 circulation and over, with advertising rates, circulation, etc.

Dental journals, with names of editors, frequency of publication and subscription rates. (In Polk's dental register and directory of the U. S. and Canada)

*List of periodicals published in the U. S., territories and Dominion of Canada, Cuba and the West Indian Islands. (In Ayer, N. W. & son. Amer. newspaper annual and directory)

Medical journals with names of editors, frequency of publication and subscription rates. (In Polk's medical register and directory of North Amer.)

Newspaper press directory and advertiser's guide; containing particulars of every newspaper, magazine, review and periodical published in the United Kingdom and the British Isles; the continental, American, Indian and colonial papers and a directory of the class papers and periodicals

Severance, H. O. Guide to the current periodicals and serials of the U. S. and Canada. 3d ed 1914

*U. S. Bur. of foreign and domestic commerce. Foreign publications for advertising American goods; advertising rates, circulation, subscription price, etc.

Perrigo, C. O. E.

Machine-shop management. (In Amer. sch. of cor. Cyc. of commerce, etc. v. 2)

Modern machine shop construction, equipment and management. 1906 Henley $5

Perris, G. H.

Industrial history of modern England. 1914 Holt $2

Perry, F. M.

Punctuation primer. 1908 Amer. bk. 30c

Perry, L.

Millinery as a trade for women. 1916 Longmans $1.50

Petherbridge, M.

Technique of indexing. 1904 Secretarial 5s

Petroleum

Bacon, R. F. American petroleum industry. 2v 1916

Pharmacists

Directories

Era druggists directory of the U. S., Canada, Cuba, Porto Rico, Manila and Hawaiian Islands

*Thomas' drug trades reference book, wholesale and retail druggists, manufacturers of patent medicines, manufacturers of other goods sold by the drug trade

Phelps, E. M.

Selected articles on American merchant marine. 1911 Wilson $1.25

Selected articles on federal control of interstate commerce. 1911 Wilson $1.25

Selected articles on government ownership of railroads. 1912 Wilson $1.25

Selected articles on the income tax. 1909 Wilson $1.25

Selected articles on parcels post. 1911 Wilson $1.25

Philadelphia commercial museum

Commercial America; for the purpose of carrying to buyers throughout the world reliable information concerning American manufacturers. Monthly. Phila. comm. $2

Philippine islands

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

Economic conditions

Miller, H. H. Economic conditions in the Philippines. 1913

Philippovich von Philippsberg, E.

History of the Bank of England. 2d ed 1911 (Nat. monetary com.) (61st cong. 2d sess. Sen doc. 591) Supt. of doc. 40c

Philips' mercantile marine atlas. 4th ed 1913 Philip 63s

Phillips, C. A.

Readings in money and banking. 1916 Macmillan $2.10

Phillips, W. B.

How department stores are carried on. 1905 Dodd $1

Phillipson, C.

Effect of war on contracts. 1909 Stevens 3s 6d

Philosophy of accounts. Sprague, C. E. 1910

Phosphate trade

Directories

American fertilizer handbook and directory of the commercial fertilizer industry and allied trades

Phosphate mines including fertilizer manufacturers. (In Southern industries)

Photo-miniature
Photography in advertising. 1904 Tennant 25c

Phraseological dictionary of commercial correspondence in the English and French languages. Scholl, C. 1911

Phraseological dictionary of commercial correspondence in the English and Spanish languages. Scholl, C. 1911

Phyfe, W. H.
How shall I pronounce? 1892 Putnam 75c

Physical and commercial geography. Gregory, H. E. 1910

Physicians and surgeons

Directories

*Polk's medical register and directory of North America; comprising list of physicians and surgeons, the school practiced, date and college of graduation; the laws of registration and other laws relating to the profession; particulars concerning all national and interstate medical and surgical associations, etc.

Piano trade

Directories

*Fox's piano trade directory of the U. S.; piano dealers, piano tuners, piano manufacturers, pianos containing player mechanism, manufacturers' traveling representatives, piano factory superintendents, manufacturers of piano player actions and piano supplies

Freund, J. C. Piano and organ purchaser's guide; containing information with regard to pianos, player-pianos, pipe and reed organs, self-playing organs and their various makers

Pierce, C. H.
Scientific salesmanship. 1906 Farnsworth $1

Pierce, F.
Tariff and the trusts. 1907 Macmillan $1.50

Pinchot, G.
Fight for conservation. 1910 Doubleday 60c

Pitman, Sir I. & sons, pubs.
Advanced bookkeeping. $1
Business terms, phrases and abbreviations. 4th ed 85c
Commercial atlas of the world. 1914 2s
Commercial correspondence and commercial English. 85c
Commercial correspondence in French. 85c
Commercial correspondence in German. 85c
Commercial geography of the world. 85c
Complete bookkeeping. $1.50
Dictionary of commercial correspondence in English, French, German, Spanish and Italian. 1910 7s 6d
Mercantile correspondence. 3v $1.60 imp.
Spanish business interviews. 50c

Pitman's commercial encyclopedia. Slater, J. A. 4v 1912

Pixley, F. W.
Accountancy. 1908 Pitman $2
Auditors; their duties and responsibilities. 2v 1906 Good 20s

Planing mills

Directories

Planing mills of the South. (In Southern industries)
See also Directories, Trade, professional and miscellaneous—Sawmills

Player-pianos. See Directories, Trade, professional and miscellaneous—Pianos

Plehn, C. C.
Government financing in the U. S. 1915 McClurg 50c

Plumbing trade

Directories

Jobbers, dealers and manufacturers of plumbing and heating supplies, tools and machinery; also manufacturers' agents. (In Engineering directory)

Point scale for measuring mental ability Yerkes, R. M. 1915

Police alarms
Municipal police-patrol signaling systems. (In U. S. Bureau of the census. Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems)

Policy of the U. S. towards industrial monopoly. Knauth, O. W. 1914

Political economy. See Economics

Pond, O. L.
Treatise on the law of public utilities operating in cities and towns. 1913 Bobbs $6

Poole, G. W., and Buzzell, J. J.
Letters that make good. 3d ed 1915 Amer. bus. bk. co. $5

Poor's manual of industrials; manufacturing, mining and miscellaneous companies. Annual Poor $7.50

Poor's manual of the railroads. Annual Poor $12

Popular law making. Stimson, F. J. 1911

Population

Population; general report and analysis; reports by states with statistics for counties, cities and other civic divisions. (In U. S. Bur. of the census. Final report of the 13th census, 1910-15 vi-3)

See also Statistics; U. S. Census

Port charges. See Ports—Directories

Port of Boston. Clapp, E. J. 1916

Port of Hamburg. Clapp, E. J. 1911

Porte, R. T.

How to figure costs in printing offices. 1914 Minnesota cost system co. $2

Portenar, A. J.

Organized labor. 1912 Macmillan $1

Porter, J. B.

International law. 2d ed. 1914 Army $1

Portland cement. See Cement industry

Portland cement industry from a financial standpoint. Eckel, E. G. 1909

Porto Rico

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

Porto Rico. Secretary's office. Register

Ports

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

American academy of political and social science. Government regulation of water transportation. 1914

American association of port authorities. Proceedings

Brearley, H. C. Problem of greater N. Y. and its solution. 1914

Clapp, E. J. Port of Boston; a study and a solution of the traffic and operating problems of Boston and its place in the competition of the north Atlantic seaports. 1916

——. Port of Hamburg. 1911

New York state commission to investigate port conditions; the commerce and other business of the waterways of the state of New York, their relation to the port of New York and the ports of the world. 1914 Compiled by R. A. C. Smith

Pacific coast association of port authorities. Report and proceedings.

Terminal pub co. Seattle, Wash. North Pacific ports: a compilation of useful marine, exporting and importing information for Alaska and the western coasts of Canada and the U. S. 1917

U. S. Bur. of foreign and domestic commerce. Ports of the U. S. Report on terminal facilities, commerce, port charges and administration at 68 selected ports. 1916

Whitman, P. Port-terminal improvements on the Pacific coast. 1916 Seattle public library. Seattle, Wash.

See also names of countries and cities having ports

Directories

*Canada—Dept. of marine and fisheries. Port directory of principal Canadian ports and harbours; also description of types of aids to navigation in Canadian coastal and inland waterways

Dues and charges on shipping in foreign and colonial ports; a manual for ship-owners, ship-brokers, and ship-masters, originally compiled by C. D. Urquhart. 14th ed. 1910

*Lloyd's register of shipping 2v

*Shipping world year book; a desk manual in trade, commerce and navigation; port directory of the world; tariffs of all nations, etc.

Terminal pub. co. Seattle, Wash. North Pacific ports; a compilation of useful marine, exporting and importing information for Alaska and the western coasts of Canada and the U. S. 1917

Ports of the U. S. U. S. Bur. of foreign and domestic commerce. 1916

Portuguese language

Dictionaries

*Michaelis, H. New dictionary of the Portuguese and English languages. 4th ed. 2v 1912

Pan American union. Commercial nomenclature. 2v 1894 Spanish, Portuguese and English in parallel columns

Post, L. F.

Outlines of lectures on the taxation of land values. 1915 Post 30c

Taxation of land values. 1915 Bobbs $1

Post, W.

The four big C.'s. 1910 Central national

Postal savings-banks

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

Hamilton, J. H. Saving and savings institutions. 1902

Nat. monetary com. Administrative features of national banking laws and European fiscal and postal savings systems. (Nat. monetary com.)

*——. Notes on the postal savings-bank systems of the leading countries. 1910

Bibliography

Library of Congress. List of books with reference to periodicals relating to postal savings banks. 1908

Postal service

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

Canada official postal guide

Foreign postage, money order and parcel post information and rates. (In Exporters' encyclopedia)

*Journal of commerce and commercial bulletin. Daily

O'Reilly, J. J. E. The postal service. 1912

*Rates of domestic postage; postage to foreign countries with rates and departure of mails. (In Bullinger's monitor guide. Weekly)

U. S.—Dept. of commerce. Factors in foreign trade, language, currency, weights and measures, postal rates and parcel post facilities. 1912

U. S.—Post-office dept. Street directory of the principal cities of the U. S., embracing letter-carrier offices established to April 30, 1908. 5th ed 1908

*U. S. Postal guide. Annual with monthly supplements

See also Foreign mail service: Parcel post; Postal saving-banks

Periodicals

U. S.—Post-office dept. List of rural-delivery county maps. Monthly

——. Schedule of steamers appointed to convey mails to foreign countries. Monthly

Postal telegraph-cable co.

List of offices, revised tariff, instructions and rules

Poster advertising. Hawkins, G. H. E. 1910

Posters

Duce, H. C. Poster advertising. 1912

Hawkins, G. H. E. Poster advertising; being a talk on the subject of posting as an advertising medium, with hints and suggestions to poster advertisers, and with 32 pages of full color reproduction of posters used by national advertisers. 1910

Poster advertising assoc. Official membership list, covering over 5,000 cities and towns in which service is guaranteed. 1916

*Price, C. M. Posters; a critical study of the development of poster designs in continental Europe, England and America. 1913

Periodicals

*The poster; an illustrated monthly magazine devoted to poster advertising and poster art. Monthly

Pottery trade

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of Documents, Washington, D. C.

Searle, A. B. Clays and clay products.

Watts, A. S. Probable effect of the war in Europe on the ceramic industries of the U. S. 1915

Directories

Keller's annual of the pottery and glassware trades; comprising lists of the potteries in the U. S., with capacity, average number of hands employed, kind of wares made; tables for French china buyers; white granite, C.C. and yellow ware lists

Pottery and glass directory and buyers' guide comprising a complete alphabetical list of the pottery, china, glass, art metal and lamp manufacturers and importers in the U. S., together with a classification of the principal branches allied with these trades

Poverty and riches. Nearing, S. 1916

Powell, E. T.

Mechanism of the city. 1910 King 3s 6d

Powell, G. H.

Cooperation in agriculture. 1913 Macmillan $1.50

Power of advertising. Richardson, A. O. 1913

Power plants. See Electric power plants

Power to regulate corporations and commerce. Hendrick, F. 1906

Practical accounting methods. 1913 (Same as Moxey, E. P. Accounting systems)

Practical auditing. Renn, G. B. 1907

Practical auditing. Spicer, E. E. 1911

Practical banking. Harris, R. S. 1915

Practical bookkeeping. Ellis, C. B. 1908

Practical business arithmetic. Moore, J. H. 1906

Practical calculations for engineers. Larard, C. E. 1914

Practical exporting. Hough, B. O. 1915

Practical investing. Escher, W. 1914

Practical journalism. Shuman, E. L. 1912

Practical lessons in actuarial science. Dawson, M. M. 2v 1915

Practical life insurance salesmanship. Slough, C. 1913

Practical methods for appraising lands, buildings and improvements. Craigen, G. J. 1911

Practical pointers for patentees. Cresee, F. A. 1901

Practical problems in banking and currency. Hull, W. H. 1907

Practical real estate methods. Britigan, W. H. 1912

Practical safety methods and devices. Cowee, G. A. 1916

Practical salesmanship. Fowler, N. C. 1912

Practical work of a bank. Kniffin, W. H. 1915

Practice and law of export trading. Lissenden, G. B. 1914

Practice of typography. De Vinne, T. L. 1901

Pratt, S. S.
Work of Wall street. 1912 Appleton $1.75

Precious stones trade. See Directories, Trade, professional and miscellaneous—Jewelry

Précis writing. See Indexes and indexing

Predetermination of true cost and relatively true selling prices. Parkhurst, F. A. 1916

Premium system of forcing sales. Bunting, H. S. 1913

Prendergast, W. A.
Credit and its uses. 1906 Appleton $1.50

Prentice, E. P.
Federal power over carriers and corporations. 1907 Macmillan $1.50

Preparation and care of mailing lists. Page, W. K. 1914

Press. See Journalism; Periodicals; Directories, Trade, professional and miscellaneous—Newspapers and periodicals

Press and its story. Symon, J. D. 1914

Pressing questions. Mackmurdo, A. H. 1913

Prevention and control of monopolies. Brown, W. J. 1914

Prevocational education in the public schools. Leavitt, F. M. 1915

Price, C. M.
Posters. 1913 Bricka $15

Price, G. M.
Modern factory. 1914 Wiley $4

Price maintenance. Fernley, T. A. 1912

Price of food. See Cost and standard of living

Price of inefficiency. Koester, F. 1913

Prices

*Ashley, W. J. Gold and prices. 1912

Barbour, Sir D. Influence of the gold supply on prices and profits. 1913

Brace, H. H. Gold production and future prices. 1910

*Fernley, T. A. Price maintenance 1912

*Fisher, I. Purchasing power of money; its determination and relation to credit, interest and crises. 1911

——. Why is the dollar shrinking? 1914

*Franklin, F. Cost of living. 1915

*Kautsky, K. High cost of living: changes in gold-production and the rise in prices. 1914

Kemmerer, E. W. Money and credit instruments in their relation to general prices. 1907

Prices of cattle and their hides with cattle census, prices of country hides and prices of packer hides. (In Shoe and Leather reporter annual)

Skeels, I. Cost and price, or The product and the market; an analysis of the nature of costs and an inquiry into the origin of purchasing power and credits, showing their limit in paying the price of products and the ever increasing necessity for municipal and industrial bond issues. 1913

Standard list prices of material commonly purchased by railways. (In MacRae's blue book)

*U. S. Bur. of labor statistics. Retail prices and cost of living series.

——. Wholesale prices series.

See also Cost; Cost and standard of living; Economics; Gold; Market quotations; Panics; Wages

Prices—*Continued*

Periodicals

*Board of trade labour gazette; Great Britain—Board of trade. Monthly

*Investor's pocket manual; current statistics, records and high and low prices of stocks and bonds of railroad, industrial and mining corporations; also grain, cotton, coffee and provisions. Monthly

*Journal of commerce and commercial bulletin. Daily

Oil, paint and drug reporter. Weekly

Statist; a journal of practical finance and trade. London Weekly

U. S.—Bureau of crop estimates. Monthly crop report

Primer of scientific management. Gilbreth, F. B. 1912

Prindle, E. J.

Patents as a factor in manufacturing. 1908 (Works management lib.) Engineering $2

Printing

Collins, F. H. Authors' and printers' dictionary. 4th ed 1912

*De Vinne, T. L. Practice of typography, correct composition, a treatise on spelling, abbreviations, the compounding and divisions of words, the properties of figures and numerals, italic and capital letters, notes, etc. with observations on punctuation and proof-reading. 4 v 1901-04

Graydon, S. Some notes on catalog making. 1909

Gress, E. G. American handbook of printing, containing in brief and simple style something about every department of the art and business of printing. 1907

Jacobi, C. T. Printing; a practical treatise on the art of typography as applied more particularly to the printing of books. 1913

Ross, C. G. Desk book of the school of journalism. 1915

Sherbow, B. Making type work. 1916

Trezise, F. J. Typography of advertising. 1911

*University of Chicago press. Manual of style: 3d ed 1911

See also Accounting—Printing; Proof-reading

Printing trade

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Nichols, J. M. H. Business man's rapid calculation; containing also a brief explanation of the "check II" system and the bankers' 60 day method of finding interest. 1913

Real estate

*Bernard, A. D. Some principles and problems of real estate valuation. 1913

*Bolton, R. P. Building for profit; principles governing the economic improvement of real estate. 1911

*Britigan, W. H. Practical real estate methods for broker, operator and owner; thirty experts on how to buy, sell, lease, manage, appraise, improve and finance real estate. 1909

Carey, T. J. Real estate educator. 1911

Carney, W. A. How to buy and sell real estate at a profit. 1905

——. Real estate business self-taught. 1906

Digest of the statutes affecting real estate. (In Polk's real estate register and directory of the U. S. and Canada)

Dos Passos, J. R. Commercial mortmain. 1916

Dumas, J. Registering titles to land; a series of lectures delivered at Yale. 1900

Evers, C. C. Commercial problem in buildings; a discussion of the economic and structural essentials of profitable building, and the basis for valuation of improved real estate. 1914

*Gahagen, W. R. How to conduct the real estate, insurance, and general brokerage business. 1916

*Gross, F. L. Law of real estate brokers, with forms; a manual for the use of lawyers and real estate operators. 1910

Hertel, H. Bankers' scientific appraisal system for land and buildings. 1914

*Jackson, W. J. Real estate management and transfer. 1916

*King, W. I. The valuation of urban realty for purposes of taxation. 1915

Lindner, W. Real estate. (In Insurance and real estate, 1911 pt. 2 Alex. Hamilton inst. Mod. bus. v. 8)

Melberg, P. L. How to sell real estate. 1916

*Morris, L. R. Instruction in real estate and fire insurance. 1906

Orr, E. G. Real estate broker's encyclopedia. 1911

Rapalje, L. Law relating to real estate brokers. 1893

Willard, J. Treatise on the law of real estate, and of the mode of alienation thereof with an appendix of forms. 1885

See also Conveyancing; Land; Land titles; Mortgages; Property; Salesmanship—Real estate; Single tax; Taxation; Torrens system; Valuation

Accounting

See Accounting—Real estate

Directories

Jackson's real estate directory; a directory of the leading real estate agents, abstracters, loan companies and real estate attorneys of the U. S. and Canada

*Polk's real estate register and directory of the U. S. and Canada; comprising real estate dealers and agents and abstracters of title; lists of non-resident commissioners of deeds, a digest of the statutes affecting real estate, U. S. public lands, etc.

Periodicals

Buildings and building management. Monthly

*National real estate journal. Monthly

Real estate magazine. Changed to Buildings and building management

Real estate record and builder's guide; devoted to real estate, building management and construction in Greater N. Y. and vicinity. Weekly

Realty. Monthly

Real estate business self-taught. Carney, W. A. 1906

Real Wall street. Black, W. H. 1908

Rebates (railroad). See Railroads—Rates

Redfield, W. C.

New industrial day. 1913 Century $1.25

Reducing the cost of living. Nearing, S. 1914

Reeder, R. P.

Validity of rate regulations, state and federal. 1914 Johnson $5

Reely, M. K.
Minimum wage. 1917 Wilson $1.25

Reese, J. A.
Grocery trade. 2v 1910 Duckworth £1 1s

Reeve, S. A.
Cost of competition. 1906 Doubleday $2

Reference book of accounts for manufacturing and mercantile companies. McIntosh, R. J. 1914

Reform of the currency. Academy of political science. 1911

Reformatories

Directories

Penal, reformatory and charitable institutions (state). (In Polk's medical register, and directory of North Amer.)

Refrigeration trade. See Cold storage trade

Accounting

See Accounting—Ice trade

Directories

*Ice and refrigeration blue book; a directory of the ice-making, cold storage, refrigerating and auxiliary trades; ice factories, cold stores, packing houses, breweries, dairies, creameries, meat markets, hotels, restaurants, and all establishments using mechanical refrigeration in U. S. and Canada

Registering titles to land. Dumas, J. 1900

Regulation of municipal utilities. King, C. L. 1912

Regulation of public service companies in Great Britain. Whitten, R. H. 1914

Regulation, valuation and depreciation of public utilities. Wyer, S. S. 1913

Reid, W. A.
Young man's chances in South and Central America. 1914 Southern $1

—and others
Careers for coming men. 1904 Saalfield $1.25

Relative merit of advertisements. Strong, E. K. 1911

Remington, H.
Business man's manual of bankruptcy law. 1911 Bankruptcy
Treatise on the elements of bankruptcy law, for the use of law students. 1911 Michie $3

Renn, G. B.
Practical auditing. 3d ed. 1907 Renn $3

Repayment of local and other loans. Turner, E. H. 1913

Reporting. See Journalism

Resorts. See Health resorts—Directories

Restaurant business

Advertising

Westbroke, M. E. Successful restaurant publicity. 1915
See also Advertising — Restaurant business

Retail accounting. See Accounting—Retail trade

Retail accounting and store management. Walker, J. C. 1916

Retail advertising—complete. Farrington, F. 1910

Retail advertising for druggists and stationers Farrington, F. 1901

Retail prices. See Prices

Retail selling and store management. Nystrom, P. H. 1914

Retail trade

*Butler brothers. Success in retailing; the variety business, a handbook for earnest beginners in merchandising. 1914
——. Butler way system book; a plain presentation of some principles on which every store to win, must be right. 1916
Farrington, F. Back in the harness; a sequel to Talks by the old storekeeper. 1908
——. Store management—complete. 1911
——. Talks by the old store-keeper. 1906
Fisk, J. W. Retail selling. 1916
*Hotchkin, W. R. Manual of successful storekeeping. 1915
Int. cor. schools. Advertisement display; mediums; retail management; department store management
*Nystrom, P. H. Economics of retailing. 1915
*——Retail selling and store management. 1914
*Sammons, W. Keeping up with rising costs. 1915
See also Accounting—Retail trade; Advertising—Retail trade; Business and its subheads; Department stores; Department stores—Directories; Grocery industry; Salesmanship; Shoe industry

Directories

See Department stores—Directories; Five and ten cent stores—Directories

Retail trade—*Continued*

Periodicals

Independent merchant. Weekly

Retailing; the merchant's magazine of method. Monthly

See also Department stores—Periodicals; Five and ten cent stores—Periodicals

Revenue. See Finance; Income tax; Internal revenue; Tariff; Taxation

Rexford, J.
What handwriting indicates. 1904 Putnam $1.25

Rice, G. G.
My adventures with your money. 1913 Badger $1.50

Richards, G.
Treatise on the law of insurance. 1909 Banks $6.75

Richardson, A. O.
Power of advertising. 1913 Lambert

Richardson, A. S.
Adventures in thrift. 1915 Bobbs $1.25

Riches. See Millionaires; Wealth

Riddell, N. N.
Psychology of success and human nature studies. 1909 Progress $1.50

Riesser, J.
German great banks. 3d ed 1911 (Nat. monetary com.) Supt. of doc.

Rights and remedies of creditors respecting their debtors property. Glenn, G. 1915

Rindsfoos, C. S.
Purchasing. 1915 McGraw $2

Ringo, A. L.
Management of private corporations. 1909 Bankers' stationery

Ripley, W. Z.
Railroads, finance and organization. 1915 Longmans $3

Railroads, rates and regulation. 1912 Longmans $3

Railway problems. 1913 Ginn $2.50

Trusts, pools and corporations. 1905 Ginn $1.80

Rise of the working class. Crapsey, A. S. 1914

Risk
Willett, A. H. Economic theory of risk and insurance. 1901

See also Insurance

Risks in modern industry. Amer. acad. of pol. and soc. science. 1911

Risque, F. W.
Looseleaf books and systems for general business. 1907 Boorum $3

Robertson, J. M.
Trade and tariffs. 1908 Macmillan $1.50

Robins, K. N.
Farm mortgage handbook. 1916 Doubleday $1.25

Robinson, A. R.
Memory and the executive mind. 1912 Donohue $3

Robinson, H.
Simple explanation of modern banking customs. 1910 Small 25c

Robinson, J. W.
Robinsonian universal interest tables, etc. 8th ed 1881 Robinson $8

Robinson, M. H.
Organizing a business. 1915 La Salle $2

Robinson, W. C.
Elementary law. 1910 Little $3.50

Roche, R. A.
Salesmanship for women. 2d ed 1914 Ronald $1

Roe, E. T.
The new standard American business guide. 1915 Sapp $2

Rogers, E. S.
Good will, trade-marks and unfair trading. 1914 Callaghan $2.50

Rolling-mills
Kindl, F. H. Rolling mill industry: a condensed general description of iron and steel rolling mills and their products. 1913

See also Iron and steel industry

Rollins, M.
Money and investments. 2d ed 1910 Estes $2

Roman, F. W.
Industrial and commercial schools of the U. S. and Germany. 1915 Putnam $1.50

Romance of life insurance. Graham, W. J. 1909

Romance of steel. Casson, H. N. 1907

Ronald accounting series
Bennett, R. J. Corporation accounting. 1916

Cole, W. N. Cost accounting for institutions. 1913

Eggleston, D. C. Municipal accounting. 1914

Jones, A. F. Lumber manufacturing accounts. 1914

Nicholson, J. L. Cost accounting theory and practice. 1913

Ronald accounting series—*Continued*
Saliers, E. A. Principles of depreciation. 1915
Sprague, C. E. Accountancy of investment. 1914
Thornton, F. W. Brewery accounts. 1913

Rope trade. See Directories, Trade, professional and miscellaneous—Cordage trade

Rose, W. G.
Ginger cure. 1911 Duffield 50c

Rosenthal, H. S.
Building, loan and savings associations. 3d ed 1911 Amer. bldg. $3.50

Ross, C. G.
Desk book of the school of journalism. 1915 Univ. of Mo.
Writing of news. 1911 Holt $1.40

Ross, E. A.
Social psychology. 1908 Macmillan $1.50

Ross, G.
Argentina and Uruguay. 1917 Macmillan $3.50

Ross, J. E.
Consumers and wage earners. 1912 Devin $1

Rowe, H. M.
Bookkeeping and accountancy. 1911 Rowe $1.50

Rowell, G. P.
Forty years an advertising agent, 1865-1905. Printers $2

Royce, J.
War and insurance. 1914 Macmillan $1

Rubber industry
Akers, C. E. Rubber industry in Brazil and the Orient. 1914
*Torrey, J. Rubber industry; being the official report of the 4th International rubber congress in London, 1914. 1915

Rubber trade

Directories

Manufacturers of rubber boots and shoes. (In Shoe and Leather reporter annual)
*Polyglot rubber trade directory of the U. S. and Canada. Includes classified products of rubber manufacturers, crude rubber importers and brokers, rubber machinery, tools, appliances and dealers, manufacturers of reclaimed rubber, waste rubber dealers; rubber trade organizations of U. S. and foreign countries, rubber companies incorporated in 1915 and classified list of rubber trade marks
Rubber goods manufacturers. (In Dockham's Amer. report and directory)

Rubin, M. J.
Making advertising pay. 1913 Hannis $1

Rubinow, I. M.
Social insurance. 1913 Holt $3
Standards of health insurance. 1916 Holt $1.50

Rural credit. See Agricultural credit

Rural free delivery. See Parcel post

Rusmisel, L. C.
Industrial-commercial geography of the U. S. 1914 Palmer $1.25

Russell, C. E.
Business; the heart of the nation. 1911 Lane $1.50
Lawless wealth. 1908 Rickey 50c
Billing and order recording. (In Amer. sch. of cor. Cyc. of commerce, etc. v 5)

Russell, J. E. Industrial education. 1914 Col. univ. 50c

Russia

Banks and banking

See Banks and banking—Russia

Commerce—Periodicals

Russia. Monthly

Russian year-book. Eyre 10s 6d

Rust, T. D.
A. B. C. of salesmanship. 1914 Fenno $1

Ryan, J. A.
Living wage, its ethical and economic aspects. 1912 Macmillan 50c

S

Saddlery trade. See Harness trade—Directories

Safety first
For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of Documents, Washington, D. C.
Amer. acad. of pol. and soc. science. Risks in modern industry. 1911
*Beyer, D. S. Industrial accident prevention. 1916
*Cowee, G. A. Practical safety methods and devices, manufacturing and engineering. 1916
*Interstate commerce com. Decisions, rules, acts, standards of safety appliances. Published irregularly
Tolman, W. H. Safety; methods for preventing occupational and other accidents and diseases. 1913

Safety first—*Continued*

*U. S. Bur. of labor statistics. Industrial accident and hygiene series

*Workmen's compensation service bur. Universal safety standards; a reference book of rules, drawings, tables, formulae, data and suggestions for use of architects, engineers, superintendents, foremen, inspectors, mechanics and students. 2d ed 1914

See also Employers' liability; Fatigue; Industrial diseases; Insurance—Industrial; Welfare work

Periodicals

*Safety engineering. Monthly

U. S. Bur. of mines. Monthly statement of coal mine fatalities

Safety fund banking system in N. Y., 1829-1866. Chaddock, R. E. 1910

Sail makers

Directories

Awning, sail, tent and flag manufacturers. (In Dockham's American report and directory)

Awning, tent and sail makers including tarpaulin manufacturers. (In Dockham's cordage, twine and duck trade of the U. S. and Canada)

Sailors. See Merchant marine

Sakolski, A. M.

American railroad economics. 1913 Macmillan $1.25

Salary and wage tables. Parker, W. W. 1913

Sales

Chapman, C. Law of advertising and sales and related business law; with which is combined advertising and sales that develop good will. 2v 1908

*Haring, F. B. Manual of procedure; the law of conditional sales. 1907

Sales agents. See Jobbers, commission merchants, etc.

Sales management

Allen, I. R. Personal efficiency, applied salesmanship and sales administration. 1915

*Butler, R. S. Selling and buying. 1911 (In Alex. Hamilton inst. Mod. bus. v 9, pt 2)

Dartnell, G. Sales stimulating bulletins for salesmen.

*Hoyt, C. W. Scientific sales management. 1913

Shaw, A. W. co. Salesmanship and sales management. 1914

Sales plans. Bird, T. A. 1906

Sales promotion by mail. 1916 Putnam $2

Salesman's handbook. Internat. cor. schools 1913

Salesmanship

*Atkinson, W. W. Psychology of salesmanship. 1910

*Aughinbaugh, W. E. Selling Latin America; a problem in international salesmanship; what to sell and how to sell it. 1915

Basford, H. M. How to sell printing. 1916

Bean, B. C. How to persuade and convince; a manual of principles and practice showing how to get, arrange and use talking and selling points for sales managers, advertising men, correspondents, salesmen and others on the selling end of business. 1913

Bunting, H. S. The elementary laws of advertising. 1913

*——. Premium system of forcing sales, its principles, laws and uses. 1913

Butler, R. S. Selling and buying. (In Advertising, selling and credits. 1911 pt 2. Alex. Hamilton inst. Mod. bus. v 9)

*Casson, H. N. Ads and sales; a study of advertising and selling from the standpoint of the new principles of scientific management. 1911

Cody, S. How to deal with human nature in business; a practical book on doing business by correspondence, advertising and salesmanship. 1915

——. Office salesmanship; how to write letters and advertisments that pull, a practical and scientific method of handling customers by written salesmanship. 1911

*Collins, J. H. Human nature in selling goods. 1909

*Corbion, W. A. Principles of salesmanship, deportment and system; a textbook for department store service. 1907

Dartnell, G. Sales stimulating bulletins for salesmen. Bulletins are process typewritten on printed bulletin heads and are based on new items that give salesmen ideas and suggestions for getting more business

*Dockrell, T. E. Law of mental domination as applied to selling and advertising. 1914

Eastman, G. R. Psychology for business efficiency. 1916

Salesmanship —*Continued*

——. Psychology of salesmanship. 1916

Farrington, F. Clerks' book. 1907

——. More talks by the old storekeeper. 1912

——. Selling suggestions; a book for storekeepers and others who sell things. 2v 1913

——. Talks by the old storekeeper. 1906

*Fisk, J. W. Retail selling. 1916

Fowler, N. C. How to sell, being a series of true-to-life dialogues between salesmen and customers, covering many classes of wholesale and retail selling and buying in the store, the office, and on the road. 1915

——. Practical salesmanship

Griffith, J. B. Advertising and sales organization. (In Amer. sch. of cor. Cyc. of commerce, etc. v 1)

*Hall, S. R. Short talks on retail selling. 1915

Harden, J. I. Psychology of soliciting; an application of mental laws to the art of canvassing. 1905

*Hirschler, D. Art of retail selling. 1909

*Hollingworth, H. L. Advertising and selling. 1913

*Holman, W. C. Ginger talks; the talks of a sales manager to his men. 1910

——. 125 brain power business manual by the presidents, vice-presidents, general managers, sales managers or star result-getters of 108 leading American concerns. 3v 1912

*Hoover, S. R. Science and art of salesmanship. 1916

*Hotchkin, W. R. Manual of successful storekeeping. 1915

*Hoyt, C. W. Scientific sales management; a practical application of the principles of scientific management to selling. 1913

Huff, C. L. Talks on real salesmanship; a quarter of a century's experience in managing salesmen and in buying merchandise has taught me the principles herein set forth. 1912

*Int. cor. schools. Profession of salesmanship; methods of marketing; health and appearance; self study and development; study of the customer; successful reasoning; study of goods or service; conducting of sales; retail salesmanship

*——. Salesman's handbook. 1913

——. Selling to dealers; selling of specialties; long range salesmanship; sales organization and management; credits and collections; law that salesmen should know; correct and faulty diction; selling one's own service

*Kleiser, G. Talks on talking. 1916

Knox, J. S. Salesmanship and business efficiency. 1915

Lawrence, H. C. Making him buy. 1910

Leichter, E. Successful selling. 1914

Mahoney, P. R. Export salesman. 1916 (Course in foreign trade v 6)

Marden, O. S. Selling things. 1916

*Maxwell, W. Salesmanship. 1914

*Moody, W. D. Men who sell things; observations and experiences of over 20 years as traveling salesman, European buyer, sales manager, employer. 1911

*Nystrom, P. H. Retail selling and store management. 1914

Opdycke, J. B. News, ads and sales, the use of English for commercial purposes. 1914

Pierce, C. H. Scientific salesmanship. 1906

*Poole, G. W. Letters that make good, a desk book for business men. 3d ed 1915

Quinn, F. O. How to be a good salesman. 1909

Read, H. E. Lessons in salesmanship. 1910

——. Salesmanship. 1915

*Roche, R. A. Salesmanship for women. 2d ed 1914

*Rust, T. D. A B C of salesmanship. 1914

*Sales promotion by mail, how to sell and how to advertise; a hand book of business building. 1916

Salesmanship and sales management; selling methods. (In Lib. of bus. practice. v 4 & 5)

*Scott, W. D. Influencing men in business; the psychology of argument and suggestion. 1911

Selecman, E. H. Specialty salesman. 1909

Selling. (In Bus. man's lib. v 4)

Selling; the principles of the science of salesmanship; methods and systems of selling in various lines, treated by A. L. Macbain and others. 1905

Selling your services. 1916

*Shaw, A. W. Some problems in market distribution. 1915

Shaw, A. W. co. Library of sales and advertising. 4v

*Sheldon, A. F. Art of selling. 1911

Salesmanship—*Continued*

Stoll, A. Winning the trade. 1913

Taylor, H. C. What a salesman should know. 1913

Vardaman, B. R. Master salesman; or How to lead men. 1911

See also Advertising; Auctioneering; Business; Commercial travelers; Efficiency, Personal; Sales; Sales management

Automobiles

*Newmark, J. H. Automobile salesmanship. 1915

Bibliography

Toledo (O.) Public library. A list of books regarding merchandise and salesmanship. 1915

Hardware

*Soule, R. F. How to sell hardware; successful money making plans for conducting an up-to-date hardware business; practical selling ideas used by successful hardware merchants. 2d ed 1913

Insurance

*Horner, W. M. Training for a life insurance agent. 1917

*Insurance field co. Life insurance and how to sell it; how to prepare a canvass; select prospects, conduct an interview, make one policy sell another, write circular letters, etc. 1916

Miller, W. Art of canvassing; how to sell insurance. 1912

Nash, W. T. Multiplying your income; or How to sell life insurance. 1914

Slough, C. Practical life insurance salesmanship and ginger talks; how to be a successful agent. 1913

Periodicals

Advertising and selling. Monthly

*Salesmanship. Monthly

Real estate

*Fuess, C. J. How to sell property; popular treatise and guide for real estate owners who desire to sell their property. 1914

See also Real estate

Salesmanship for women. Roche, R. A. 1914

Salesmen, Traveling. See Commercial travelers

Saliers, C. A.

Principles of depreciation. 1915 (Ronald accounting ser.) Ronald $2.50

Sammons, W.

Keeping up with rising costs. 1915 Shaw $2

Sampson, H.

History of advertising from the earliest times. 1874 Chatto

Sandy, W. C.

American accountant. 1894 Newson $1.60

Sanitariums

Directories

Sanitariums, with date of establishment, capacity, etc. (In Polk's medical register and directory of North Amer.)

U. S. Bur. of the census. Benevolent institutions. 1910

See also Health resorts—Directories

Sargent, E. W.

Picture theatre advertising. 1915 Moving picture world $2

Saving and thrift

Hall, B. Thrift. 1916

MacGregor, T. D. Book of thrift; why and how to save and what to do with your savings; a book of inspiration and practical help. 1915

Savings and savings institutions. Hamilton, J. H. 1902

Savings banks

Amer. bankers' assoc. Forms for savings banks and savings departments in commercial banks and trust companies. 1914

Hamilton, J. H. Savings and savings institutions. 1902

Int. cor. schools. History of banking, national and state banking; national bank supervision, savings banks; trust companies

*Kniffin, W. H. Savings bank and its practical work; the history, management and methods of operation of mutual savings banks, and adapted to savings departments in banks of discount and trust companies, with over 180 illustrations taken from original sources. 1912

See also Banks and banking; Building and loan associations; Postal savings banks; Trust companies

Sawmills

Directories

Amer. lumberman. Register of sawmill equipment

Sawmills—Directories—*Continued*
Saw mills in the South. (In Southern industries)
*U. S. Bur. of foreign and domestic commerce. Directory of American sawmills

Schaff, S. R.
Essential points governing the financial value of an engineering property. 1912 Richardson $1

Scheftel, Y.
Taxation of land value. 1916 Houghton $2

Scherer, J. A. B.
Cotton as a world power. 1916 Stokes $2

Schloss, D. F.
Insurance against unemployment. 1909 King 3s 6d

Scholl, C.
Phraseological dictionary of commercial correspondence in the English and French languages. 1911 Hachette $1.13 imp.
Phraseological dictionary of commercial correspondence in the English and Spanish languages. 1911 Hachette $1.13 imp.

School boards

Accounting

See Accounting—School boards

Schools

Directories

*Capen, S. P. Accredited secondary schools in the U. S.
*Sargent, P. E. Handbook of the best private schools of the U. S. and Canada
*Patterson's American educational directory, public, private and endowed schools, colleges, higher and secondary institutions of learning
See also Colleges and universities—Directories; Education—Directories

Schreffler, R. B.
Department store statistics with the aid of the slide rule. 1914 Schreffler $5

Schulze, E. H.
Making-letters-pay-system. Schulze

Schulze, J. W.
American office. 2d ed 1914 Ronald $3

Schwedtman, F. C.
Accident prevention and relief. 1911 Nat. assoc. manf. $10

Science and practice of management. Church, A. H. 1914

Science of accounts. Bentley, H. C. 1911

Science of accounts made clear and simple. Allen, G. 1909

Science of advertising. Balmer, E. 1910

Science of loose leaf bookkeeping and accounting. Sweetland, C. A. 1902

Science of works management. Batey, J.

Scientific circulation management for newspapers. Scott, W. R. 1915

Scientific management. See Efficiency, Industrial

Scientific management and labor. Hoxie, R. F. 1915

Scientific sales management. Hoyt, C. W. 1913

Scientific salesmanship. Pierce, C. H. 1906

Scott, W. A.
Money. 1913 McClurg 50c
Money and banking. 4th ed. 1910 Holt $2

Scott, W. D.
Increasing human efficiency in business. 1913 Macmillan 50c
Influencing men in business. 1911 Ronald $1
Psychology of advertising. 1908 Small $2
Theory and practice of advertising. 1913 Small $2

Scott, W. R.
Scientific circulation management for newspapers. 1915 Ronald $2

Scovell, C. H.
Cost accounting and burden application. 1916 Appleton $2

Seabrook, A. H.
Management of public electric supply undertakings. 1913 McGraw $2.50

Seager, H. R.
Principles of economics, being a revision of Introduction to economics. 1913 Holt $2.25
Social insurance; a program of social reform. 1910 Macmillan $1

Seamanship. See Navigation

Searchlights on some American industries. Mills, J. M. 1911

Searle, A. B.
Clays and clay products. Pitman 1s 6d

Seasonal variations in the relative demand for money and capital in the U. S. Kemmerer, E. W. 1910

Secretaries, Private. See Private secretaries

Securities
For a price list of valuable pamphlets on this subject, which may be bought at

Securities—*Continued*

small cost, address Supt. of documents, Washington, D. C.

*Babson, R. W. Bonds and stocks; the elements of successful investing. 1914

Conway, T. J. Investments and speculation, a description of the modern money market and analysis of the factors determining the value of securities. 1911 (Alex. Hamilton inst. Mod. bus. v. 7)

Eckel, E. C. Portland cement industry from a financial standpoint. 1909

Meetings of stock companies, dividends, interest, coupons, etc. (In Bullinger's monitor guide. Weekly)

Withers, H. Stocks and shares. 2d ed. 1911

See also Banks and banking—Securities; Bonds; Corporations—Securities; Investments; Market quotations; Mortgages; Negotiable instruments; Public service corporations—Securities; Railroads—Securities; Stocks

Directories

*Financial review; finance, commerce railroads

Fitch bond book, describing the most important bond issues of the U. S. and Canada

Historical data and financial status of American gas companies. (In Brown's directory of Amer. gas companies)

Manual of statistics; stock exchange handbook; railroad, industrial and government securities; stock exchange quotations, mining, grain and provisions, cotton, money, bank and trust companies

Moody's analyses of investments; public utilities and industrials

Moody's analyses of investments; railroads

*Moody's manual of railroads and corporation securities, 3v, v. 1, Steam railroads, v. 2, Public utilities, v. 3, Industrial

Mundy, F. W. Earning power of railroads; mileage, capitalization, bonded indebtedness, earnings, operating expenses, cost of maintenance, fixed charges, comparative statistics, investments, dividends, guarantees, etc.

*Poor's manual of industrials; manufacturing, mining and miscellaneous companies

Poor's manual of railroads.

Smythe, R. M. Obsolete American securities and corporations, illustrated with photographs of important repudiated bonds. 2v 1904 and 1911

*Stock exchange, London. Stock exchange official intelligence; being a carefully revised précis of information regarding British, American and foreign securities.

Universal railway manual; containing valuations of the principal British, American and foreign railway stocks.

Periodicals

See Market quotations

Seedsmen

Directories

American florist company's directory of florists, nurserymen and seedsmen of the U. S. and Canada

Seibels, W. T.

Produce markets and marketing. 1911 Seibels $2.50

Seitz, D. C.

Training for the newspaper trade. 1916 Lippincott $1.25

Selden, G. C.

Psychology of the stock market. 1912 Ticker $1

Investing for profit. 1913 Mag. of Wall street $1

Selecman, E. H.

Specialty salesman. 1909 Progress $1

Self measurement. Hyde, W. D. 1912

Seligman, E. R. A.

Essays in taxation. 1913 Macmillan $4

Income tax. 2d ed. 1914 Macmillan $3

Principles of economics. 1914 Longmans $2.50

—and others

Currency problem. 1908 Col. univ. $1.25

Selling. See Sales; Sales management; Salesmanship

Selling. Macbain, A. L. 1905

Selling forces. Curtis pub. co. 1913

Selling Latin America. Aughinbaugh, W. E. 1915

Selling newspaper space. Chasnoff, J. E. 1913

Selling suggestions. Farrington, F. 1913

Selling things. Marden, O. S. 1916

Selling your services. 1916 N. Y. sales $1

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Library of sales and advertising. 4v Shaw $7.80
Salesmanship and sales management. 1914 Shaw $1.50
What it costs to run a bank. 1916 Shaw $2

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The building trades. 1916 Sage foundat. 25c
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Shaw, G. B.
Common sense of municipal trading. 1911 Lane 75c

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Art of selling. 1911 Sheldon univ. $1.25

Shelton, W. A.
Lakes-to-the-Gulf deep waterway. 1912 Shelton $1

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Sheppard, A.
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Sherbow, B.
Making type work. 1916 Century $1.25

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Dangerous tendencies in the American social insurance movement. 1917 Insurance society of New York

Ship chandlers

Directories

Ship chandlers in the United States and Canada. (In Davison's cordage, twine and duck trade of the U. S. and Canada)
*Ship chandlers of the United States. (In Blue book of American shipping)
See also Sail makers—Directories

Ship subsidies. Dunmore, W. T. 1907

Ship subsidies. See Merchant marine

Shipbuilding trade

Directories

Directory of shipowners, shipbuilders and marine engineers
*Lloyd's register of shipping. 2v
Shipbuilders of seaboard, western rivers and Great Lakes. (In Blue book of American shipping)
See also Naval architects—Directories; Sail makers—Directories; Ship chandlers—Directories

Shipment of goods
Bullinger's monitor guide. Weekly
Bullinger's post office express and freight guide, containing every post office, railroad station, steamboat landing and U. S. fort in the United States and Canada, with railroad or water route on which every place or the nearest communicating point is located and the shipping directions by express or freight line from New York city. Other editions for other parts of the country
Griffith, J. B. Shipping department. (In Amer. sch. of cor. Cyc. of commerce, v 1)
Interstate commerce com. Notice to shippers in foreign countries who ship dangerous articles to United States. 1912
——. Regulations for transportation of explosives and other dangerous articles by freight and express, and specifications for shipping containers. 1916
*U. S. Bur. of foreign and domestic commerce. Packing for export, suggestions for preparation of American merchandise for shipment to foreign countries. 1911
See also Express service; Forwarders; Freight and freightage; Parcel post; Postal service

Directories

New York packing companies with firms packed and shipped for. (In Sheldon's N. Y. resident buyers)

Shipowners

Directories

Directory of shipowners, shipbuilders and marine engineers

Shipowners—Directories—*Continued*

*Lloyd's register of shipping. 2v

Vessel owners of the coasts and western rivers and vessel owners and managers of the Great Lakes. (In Blue book of Amer. shipping)

Shipping

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

*American commerce association. Traffic library. To be completed in 25v. Traffic library of practical information on all classes of traffic moving via rail, lake, ocean, canal, between points in North America and points in foreign countries. For contents see under American commerce association

*Blue book of American shipping; statistics of shipping and shipbuilding in America

Canada. Dept. of marine and fisheries. Port directory of principal Canadian ports and harbours; also descriptions of types of aids to navigation in Canadian coastal and inland waterways

Directory of shipowners, shipbuilders and marine engineers

Dues and charges on shipping in foreign and colonial ports; a manual of reference for the use of shipowners, shipbrokers and shipmasters; originally compiled by C. D. Urquhart. 14th ed 1910

*Exporters' encyclopedia; containing information relative to shipments for every country in the world

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*Kelly's directory of merchants, manufacturers and shippers of the world; a guide to the export and import, shipping and manufacturing industries

Kirkaldy, A. W. History and economics of transport. 1915

*Lissenden, G. B. Practice and law of export trading. 1914

*Lloyd's register of shipping. 2v

*Shipping world year book, a desk manual in trade, commerce and navigation; port directory of the world; tariffs of all nations, etc

See also Carriers; Commerce; Docks; Express service; Forwarders; Freight and freightage; Import trade; Jobbers, commission merchants, etc.; Merchant marine; Navigation; Panama canal; Parcel post; Ports; Postal service; Railroads—Guides; Railroads—Rates; Ship chandlers—Directories; Steamboat lines—Directories; Transportation

Periodicals

*Journal of commerce and commercial bulletin. Daily

Marine news. Monthly

Rates

Freight rates on principal commodities in the trade of the Great Lakes. (In Blue book of Amer. shipping)

Rail and lake freight rates; ocean and rail freight rates. (In Getzler's transportation rates 1915)

Ships

Index to names of boats, indicating names of owners. (In Directory of shipowners, shipbuilders, and marine engineers)

*Loyd's register of shipping. 2v

*U. S. Bur. of navigation. Annual list of merchant vessels of the U. S. with official numbers and signal letters and lists of vessels belonging to the U. S. government with distinguishing signals

Shoe industry

*Allen, F. J. Shoe industry. 1916

Garrison, C. L. How to conduct a successful shoe store. 1908

Shoe trade

Adams, F. M. Drygoodsman's handy dictionary; to which is appended many useful tables and a defined list of shoe and leather trade terms. 1912

Educational training course. Retail shoe salesman's guide; being a text book of information and inspiration for all retail folks. 1912

Accounting

See Accounting—Shoe trade

Directories

Manufacturers of shoes. (In Hide and Leather's year book and directory)

*Shoe and Leather reporter annual; shoes, leather, findings, harness, hides, wool, furs, machinery and all commodities pertaining to the shoe and leather industry in the U. S. and Canada; also names of principal houses in the trade in other parts of the world

Shop and foundry management. Dean, S. 1913

Shop management. See Efficiency, Industrial; Factory management

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Short history of accountants and accountancy. Woolf, A. H. 1912

Short practical rules for commercial calculations. Murphy, P. 1912

Short talks on retail selling. Hall, S. R. 1915

Shorthand

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Show card writing. See Advertising cards

Show windows. See Window dressing

Shryer, W. A.

Analytical advertising. 1912 Bus. serv. $3

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Sickness insurance. See Insurance—Health

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Psychology of suggestion, with an introd. by Wm. James. 1898 Appleton $1.75

Silk trade

Directories

Davison's silk trade; a directory of the silk manufacturers of the U. S. and Canada, includes silk jobbers, retailers, silk dyers, manufacturers' agents, city offices and salesrooms of silk mills, the "cutting-up" trade of New York city and a classified directory of manufacturers of all kinds of silk goods

See also Textile trade—Directories

Silversmithing. See Directories, Trade, professional and miscellaneous—Jewelry

Simple explanation of modern banking customs. Robinson, H. 1910

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*George, H. Progress and poverty. 1905

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*Scheftel, Y. Taxation of land value; a study of certain discriminatory taxes on lands. 1916

*Young, A. N. Single tax movement in the U. S. 1916

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Mathematical theory of investment. 1913 Ginn $2.25

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Credits and collections. 1916 La Salle $2

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Mining costs of the world. 1915 McGraw $5

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Practical life insurance salesmanship and ginger talks. 1913 Donohue $1.50

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Directories

Copper, lead, tin and zinc smelters. (In Ryland's colliery, iron, steel, tin-plate, engineering and allied trades' directory) Great Britain only

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Southern industries; the Tradesman classified directory and buyers' guide

South Africa
Handbooks on Canada, Australia, New Zealand and South Africa. (Yearbook)
*Laite's commercial blue book for South Africa, a practical and comprehensive book of reference on South African trade. (Yearbook)
South African almanack and reference book; the national South African chronicle, gazetteer and year book

South America

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

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Pan American union, organized to promote trade with Latin American countries, publishes valuable material and supplies special information on request

Reid, W. A. Young man's chances in South and Central America. 1914

*South American year book and directory; incorporating the South American railway year book, South American annual and South American blue book; containing general information relating to the ten republics of South America, British, Dutch and French Guiana, the Panama canal, the Falkland Islands and Trinidad

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*Pitman, Sir I. and Sons, pubs. Spanish business interviews with correspondence, invoices, etc., each forming a complete commercial transaction including technical terms, dialogues for travelers and idiomatic expressions used in shipping and mercantile offices; for use in commercial and technical schools, and also for the private student

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See United States—Statistics

Steamboat lines. See Shipping

Directories

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*Exporters' encyclopedia containing information relative to shipments for every country in the world

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Conciliation and arbitration in the coal industry. 1915 Houghton $2

Sugar trade

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

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Gilmore, A. B. Directory of Louisiana sugar planters, embracing all who manufacture sugar and the larger ones who only grow cane; showing capacity, location of every factory and areas in cultivation on the plantations, also the buyers for the sugar factory companies

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*Nystrom, P. H. Textiles. 1916

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Textile trade—Directories —*Continued*

Davison's silk trade; a directory of the silk manufacturers of the United States and Canada

*Davison's textile blue book, United States and Canada; cotton, woolen, silk, jute, flax and linen manufacturers, dyers, bleachers and print works, commission merchants, converters and brokers; cotton, wool, hair, waste and rag dealers; raw, thrown and spun silk dealers; classified directory of cotton and woolen mills and a textile supply directory

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Osteopathy. Amer. osteopathic assoc. Directory of members; directory of regularly graduated osteopathic physicians not members

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See also Banks and banking

Directories

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Periodicals

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Trusts

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C.

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*Brown, W. J. Prevention and control of monopolies. 1914

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Crowell, J. F. Trusts and competition. 1915

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*Dewing, A. S. Corporate promotions and reorganizations. 1914

*Durand, E. D. Trust problem. 1915

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*Haney, L. H. Business organization and combination; an analysis of the evolution and nature of business organization in the U. S. and a tentative solution of the corporation and trust problems. 1914

*Knauth, O. W. Policy of the U. S. towards industrial monopoly. 1914

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*Montague, G. H. Business competition and the law. 1917

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Prentice, E. P. Federal power over carriers and corporations. 1907

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Taft, W. H. Anti-trust act and the supreme court. 1914

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Income tax law of 1913. 1913 Little $1.50

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Twentieth century book-keeping and business practice. Thorne, W. W. 1904

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Insurance company's accounts. 1905 (Accountants' lib. v 36)

Typewriting

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Unckless, L.

How to find manufacturing costs and selling costs. 1909 Mod. methods 50c

Underwear trade

Directories

*Davison's hosiery and knit goods trade

Underwear manufacturers. (In Dockham's Amer. report and directory)

Underwood, J. H.

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Unemployment

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Unit construction costs. Jones, E. H. 1915

United States

Government publications

The Main Library is a designated depository library and receives all public documents allowed to be distributed. These have been estimated at 1,000 books a year or fifty feet of shelf space. The Business Branch is a depository for many departmental publications and keeps on file the latest price lists of all government publications and the Monthly catalog of U. S. public documents. A few of the most important publications have been given in this list under subjects or the name of department issuing them. For price lists of valuable pamphlets on special subjects, which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained on application to department or bureau issuing them or through your congressman

United States. Bureau of corporations

Report of the commissoner of corporations on transportation by water in the United States 1909-10. 3v

Taxation of corporations. 1909-15 6v

United States. Bureau of crop estimates
Monthly crop report

United States. Bureau of education
Papers on vocational guidance presented at meeting of the Vocational guidance association, Oct. 1913. 1914

United States. Bureau of foreign and domestic commerce
Commerce reports. Daily. Use is made of the consular service to obtain reports on the current development of the trade of foreign countries and opportunities for the sale abroad of articles produced in the United States
Commercial organizations of the United States. 1915
Commercial relations of United States with foreign countries.
Commercial travelers in foreign countries. 1904
Directory of American sawmills
Exports of domestic breadstuffs, cottonseed oil, food, animals, meat and dairy produce, cotton and mineral oils from principal customs districts of the United States. Monthly
Foreign commerce and navigation of the United States
Foreign publications for advertising American goods. 1913
Foreign tariff notes
Miscellaneous series
Monthly letter; review of the bureau's activities
Monthly summary of foreign commerce
Packing for export; suggestions for preparation of American merchandise for shipment to foreign countries. 1911
Ports of the United States. 1916
Special agents series
Statistical abstract of the United States
Total value of imports and exports of the United States
Trade directory of Central America and the West Indies
Trade directory of South America for the promotion of American export trade
World trade directory for the promotion of American export trade

United States. Bureau of labor
Government aid to home owning and housing of working people in foreign countries. Bulletin 158 1915

United States. Bureau of labor statistics
Monthly review
This bureau issues at irregular intervals the following series:
Conciliation and arbitration
Employment and unemployment
Foreign labor laws
Industrial accidents and hygiene
Labor laws of the U. S.
Miscellaneous series
Retail prices and cost of living
Vocational education
Wages and hours of labor
Wholesale prices
Women in industry
Workmen's insurance and compensation

United States. Bureau of mines
Monthly statement of coal mine fatalities

United States. Bureau of navigation
Annual list of merchant vessels of the United States
Navigation laws of the United States.1915

United States. Bureau of Standards
Bulletin. Quarterly
International metric system of weights and measures. 1906
Some foreign specifications for railway materials, rails, wheels, tires. 1916
Standards of measure of United States. 1876
Tables of equivalents of the United States. 1906
Tolerances and specifications. 1915
Units of weight and measure. 1914

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Benevolent institutions. 1910
Central electric light and power stations and street and electric railways, with summary of the electric industries.
Cotton statistics. Quarterly
Final report of the 13th census. 1910-1915 11v
Population: general report and analysis. v 1
Population: reports by states with statistics for counties, cities and other civic divisions. v 2-3
Occupation statistics. v 4
Agriculture: general report and analysis. v 5
Agriculture: reports by state with statistics by counties. v 6-7
Manufacturers: general report and analysis. v 8
Manufacturers: reports for principal industries. v 9-10
Mining. v 11
Financial statistics of cities having a population of over 30,000
General statistics of cities having a population of over 30,000

U. S. Bureau of the census—*Continued*
Manufactures bulletins on special industries. Published at irregular intervals
Miscellaneous intercensal publications. Published at irregular intervals
Official register of the United States
Statistical atlas of the United States. 1914
Telephones and telegraphs and municipal electric fire-alarm and police-patrol signaling systems.
Wealth, debt and taxation. 2v 1913

United States. Commissioner of corporations
Annual reports

United States. Comptroller of the currency
National bank act as amended. Federal reserve act as amended and other laws relating to national banks. 1915

United States. Congress
Biographical congressional directory, 1774-1911. 1913
Congressional record. Daily
Government ownership and operation of merchant vessels. 1914 (63 Cong., 2d sess. House rept. 1149)
Official congressional directory for the use of the United States Congress
Treaties, conventions, international acts, protocols and agreements between the U. S. of A. and other powers, 1776-1913 3v 1910-1913

United States. Department of agriculture
Cooperative organization business methods. 1915
Inland boat service. 1914
Monthly list of publications
The department also publishes much valuable information on refrigeration, freight rates and food industries

United States. Department of commerce
Factors in foreign trade. 1912
Monthly list of publications of the Dept. of commerce. Chief div. pub. Dept. of commerce
Vocational guidance. 1911

United States. Department of labor
Annual report of the commissioner of labor; 1893. 1894. Relates entirely to building and loan associations

United States. Federal reserve board. See Federal reserve board

United States. Federal trade commission. See Federal trade commission

United States. Geological survey
Mineral resources
Topographic maps
Key maps showing sections of each state for which maps have been printed can be obtained from this department. These maps are on a scale of 1 mile to an inch and are printed in sections, which may be mounted together to make a complete wall map of larger scale than is generally obtainable in any other way.

United States. Interstate commerce commission. See Interstate commerce commission

United States. Library of Congress. See Library of Congress

United States. National monetary commission. See National monetary commission

United States. Office of internal revenue
Extracts from the Gauger's manual. 1906
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The Patent Office publishes specifications and drawings of patents in single copies which may be obtained at 5c ea
Official gazette. Monthly

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List of rural delivery maps. Monthly
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Street directory of the principal cities of the United States. 5th ed 1908 Manhattan $3.50
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United States. Railroad securities commission
Report of the commission to the President. 1911

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List of officers of merchant, motor and sail vessels licensed

United States. Treasury department
Appeals pending before United States courts in customs cases. Quarterly
Treasury decisions. Weekly
This department also publishes much valuable information on government bonds, etc.

United States. War department
Intracoastal waterways. 1912

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National weather and crop bulletin. Weekly

United States

Banks and banking

See Banks and banking—United States

Biography

*Who's who in America; a biographical dictionary of notable living men and women of the United States

Commerce

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Congress

Brown, D. W. Commercial power of congress in the light of its origin. 1910

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Industries

For a price list of valuable pamphlets on this subject which may be bought at small cost, address Supt. of documents, Washington, D. C.

Amer. acad. of pol. and soc. science. National industries and the federal government. 1916

Bogart, E. L. Economic history of the United States. 1907

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*Mills, J. M Searchlights on some American industries. 1911

*Moore, J. R. H. Industrial history of the American people. 1913

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U. S. Bur. of the census. Manufactures' bulletins on special industries. Published at irregular intervals

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See also Commerce—United States; Economic conditions—United States; Manufacturers

Railroads

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Statistics

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How to organize and equip a modern bank. 1913 U. S. bank note co. $1

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Cotter, A. Authentic history of the United States steel corporation. 1916

Universal letter writer. 1914 Bielefelds M15

Universal railway manual. 1911 Macmillan $2 50

Universal safety standards. Workmen's compensation service bur, N. Y. 1914

Universities. See Colleges and universities —Directories

University of Chicago press
Manual of style. 3d ed 1911 Univ. of Chicago $1

Uruguay
*Argentine year book; to which is added chapters on the republics of Uruguay and Paraguay
Ross, G. Argentina and Uruguay. 1917

Use of loan credit in modern business. Veblen, T. B. 1903

Useful arts. See Manufacturers

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Utilities bureau
Proceedings of the conference on valuation. 1916 $2

V

Validity of rate regulations, state and federal. Reeder, R. P. 1914

Valuation
For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C.
Assessed valuation of property and amounts and rates of levy, 1860-1912. (In U. S. Bur. of the census. Wealth, debt and taxation v 1)
Darrach, C. G. Valuation of the properties of public utility corporations. 1913
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Evers, C. C. Commercial problems in buildings; a discussion of the economic and structural essentials of profitable buildings and the basis for valuation of improved real estate. 1914
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*——. Public utilities; their fair present value and return. 1915
Hoxie, G. L. Some features of rate fixing for electric public service properties. 1912
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VanAntwerp, W. C.
Stock exchange from within. 1913 Doubleday $1.50

VanCleve, C. M.
Principles of double-entry bookkeeping. 1913 Kempter $1.50

Vandegrift, F. B. & co.
Handbook of the U. S. tariff. 3d ed 1914 Vandegrift 50c

Vanderlip, F. A.
Business and education. 1907 Duffield $2

VanDeventer, J. H.
Handbook of machine shop management. 1915 McGraw $2.50

VanDyne, F.
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Concentration and control. 1912 Macmillan $2
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Complete business arithmetic. 1911 Amer. bk. $1

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Government ownership of railways. 1910 Putnam $1.25

Veblen, T. B.
Instinct of workmanship. 1914 Macmillan $1.50
Theory of business enterprise. 1904 Scribner $1.50
Use of loan credit in modern business. 1903 Univ. of Chicago 25c

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Implement blue book; implement and vehicle directory of the United States.

Velasquez de la Cadena, M.
New pronouncing dictionary of the Spanish and English languages. 1909 Appleton $6

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Verrill, A. H.
South and Central American trade conditions of to-day. 1914 Dodd $1.25

Vessels. See Directories, Trade, professional and miscellaneous—Shipping; Ships

Vidal, E.
History and methods of the Paris bourse. 1910 (61st Cong. 2d sess. Sen. doc. 573) Supt. of doc. 30c

Village improvement
*Farrington, F. Community development. 1915

Vocation and learning. Münsterberg, H. 1912

Vocation bur., 6 Beacon St., Boston
List of books, periodicals etc. on vocational guidance

Vocational education. See Industrial education; Vocational guidance

Vocational education in Europe. Cooley, E. G. 1915

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For a price list of valuable pamphlets on this subject which may be bought at small cost address Supt. of documents, Washington, D. C.
Allen, F. J. Business employments. 1916
——. Shoe industry. 1916
Bird, M. M. Woman at work; a study of the different ways of earning a living open to women. 1911
*Blackford, K. M. H. Job, the man, the boss. 1915
*Bloomfield, M. Readings in vocational guidance. 1915
——. Vocational guidance of youth. 1911
——. Youth, school and vocation. 1915
Breithut, F. E. Engineers in public service. 2v 1916
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Carlton, F. T. Education and industrial evolution. 1915
*City club of Chicago. Report on vocational training in Chicago and other cities. 1912
Cleveland (O.) Cooperative employment bureau for girls. Publications
Davis, J. B. Vocational and moral guidance. 1914
Eaton, J. Commercial work and training for girls. 1915
Foltz, E. K. Federal civil service as a career. 1909
Fowler, N. C. How to get and keep a job. 1912
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Girls' trade education league. 6 Beacon st., Bost. Publications
*Gowin, E. B. Executive and his control of men. 1916
Hall, M. E. Vocational guidance through the library, with select bibliography by J. G. Moulton. 1914
Harris, F. S. Young man and his vocation. 1916
Henry st. settlement. 265 Henry st., N. Y. Directory of trade, industrial and art schools in N. Y. 1909
High school teachers' assoc. N. Y. City. Accountancy and the business professions.
——. Applying for work
——. Choosing a career
——. Civil service
——. Graphic arts
——. Opportunities for high school boys in machine shops
——. Wage earning occupations for boys and girls
*Hollingworth, H. L. Vocational psychology. 1916
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Leavitt, F. M. Prevocational education. 1915
McCollough, E. Engineering as a vocation. 1912
Marden, O. S. Choosing a career. 1905
*Martin, E. Vocations for the trained woman; agriculture, social service, secretarial service, business of real estate. 1914
*Münsterberg, H. Vocation and learning 1912

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Nat. conference on vocational guidance. Proceedings

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——. Wage earning occupations for boys. 1912

Williams, G. H. Careers for our sons; a handbook to the professions and commercial life. 1914

*Women's educational and industrial union. Vocations for the trained woman; opportunities other than teaching. 1910

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Poughkeepsie (N.Y.) Adriance memorial library. Books for boys entering business and the professions

Pratt institute free library, Ryerson St., Brooklyn, N. Y. What to read on vocations. 1912

Providence (R.I.) public library. What next? A brief list on vocations.

Teachers' college, Columbia univ. N. Y. List of books relating to industrial arts and education. 1911

*Vocation bur., 6 Beacon st., Bost. publishes bibliographies on vocational guidance and small pamphlets each dealing with a different vocation

*Women's educational and industrial union, 264 Boylston st., Boston. Publications

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Manual training and vocational education. Monthly

Vocational psychology. See Business psychology

Vocations for the trained woman. Martin, E. 1914

Vrooman, C. S.

American railway problems in the light of European experience. 1910 Oxford $2

W

Waddell, J. A. L.

Specifications and contracts. 1908 Eng. news $1

Wadsworth, G. B.

Principles and practice of advertising. 1913 Wadsworth $2

Wage earner and his problems. Mitchell, J. 1913

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Wagemaker, I.

Comprehensive text book on business and office systematizing. 1907 Wagemaker $4

Wagenseller, G. W.

Theory and practice of advertising. 1912 Wagenseller $1

Wages

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of Documents, Washington, D. C. Some of these publications may be obtained from U. S. Bureau of labor statistics, Washington, D. C. or through your congressman

Boyle, J. Minimum wage and syndicalism; an independent survey of the two latest movements affecting American labor. 1913

Bryner, E. Garment trades. 1916

*Emerson, H. Efficiency as a basis for operation and wages. 4th ed 1914 (Works management lib.)

*Gantt, H. L. Work, wages and profits. 2d ed 1913 (Works management lib.)

Hobson, J. A. Gold, prices and wages. 1913

Mallock, W. H. Nation as a business firm. 1910

*Moore, H. L. Laws of wages; an essay in statistical economics. 1911

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Reely, M. K. Minimum wage. 1917

Ross, J. E. Consumers and wage earners; the ethics of buying cheap. 1912

Ryan, J. A. Living wage; its ethical and economic aspects. 1912

*U. S. Bur. of labor statistics. Wages and hours of labor series

See also Cost and standard of living; Economics; Income; Labor and laboring classes; Labor unions; Prices; Profit sharing

Tables

Parker, W. W. Salary and wage tables. 1913

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Waldstein, L.

Subconscious self and its relation to education and health. 1897 Scribner $1.25

Walker, F. R.

Practical cost keeping for contractors. 1916 Walker $2

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Retail accounting and store management. 1916 Southwestern $1

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Clews, H. Fifty years in Wall street. 1908

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* Hill, F. T. Story of a street; a narrative history of Wall street from 1644 to 1908. 1908

Nelson, S. A. A B C of Wall street. 1900 (Wall street lib. v 1)

*Pratt, S. S. Work of Wall street. 1912

See also Brokers; Investments; Speculation; Stock exchange—N. Y. City

Wall street library

Nelson, S. A. A B C of Wall street v 1

Woodlock, T. F. Anatomy of a railroad report. v 2

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——. A B C of options and arbitrage. v 6

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Walton, J. M.

Manual of accounting and business procedure. 1917 J. M. Walton, City Hall, Phila.

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War and alien enemies. Page, A. 1914

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Ward, A.

Grocer's encyclopedia. 1911 Ward $10

Warehouses. See Bailments; Commercial law; Contracts

Directories

Transfer and storage pub. corp. Transfer and storage directory

Warehouses and cold storage. (In Thomas' wholesale grocery and kindred trades register)

Warren, A.
Commercial knowledge. 1901 Murray 2s 6d

Warren, C.
History of the American bar. 1911 Little $4

Warren, W. P.
Thoughts on business. 1907 Forbes $2.50

Wasson, G. G.
How to compile a catalogue. 1915 Wasson $2.50

Waste trade

Directories

Hard and soft silk waste. (In Davison's silk trade)

Waste and rag dealers. (In Davison's textile blue book, U. S. and Canada)

Waste dealers who handle cotton, wool and silk waste; also manufacturers. (In Davison's hosiery and knit goods trade)

Waste rubber dealers of North America and Europe. (In Polyglot rubber trade directory of the U. S. and Canada)

*Waste trade directory; containing name, address and rating of dealers, merchants, brokers, importers, exporters, manufacturers and consumers in United States, Canada and Europe, who buy, sell, or consume scrap iron, metal, rubber, cotton rags, woolen rags, paper stock, old rope, cotton and wool waste, etc.

Wastes (cotton and woolen), shoddies and extracts, flocks, wholesale rag dealers. (In Official Amer. textile directory)

Water companies. See Public service corporations

Water supply

Statistics

Fire departments and water supply; a compilation showing the water supply and fire appliances of the cities, towns and villages of the United States and Canada. (In Insurance year book; fire and marine)

Watermarks

List of watermarks and brands used in the American paper trade. (In Lockwood's directory of the paper and stationery trades)

See also Trade marks and trade names

Waterways

For a price list of valuable pamphlets on this subject, which may be bought at small cost, address Supt. of documents, Washington, D. C. Some of these publications may be obtained direct from the bureau or department issuing them or through your congressman

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*Whitaker's almanack, containing information respecting the government, finances, population, commerce and general statistics of the various nations of the world; with special reference to the British empire and the United States Inter. news co. $1

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Accountancy Pub. Co., bought by Ronald Press.

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Adv. news. Advertising News Co., 117 E. 24th St., N. Y.

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Amer. bk. Amer. Book Co., 100 Washington Sq., N. Y.

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Amer. Statistical Assoc., 491 Boylston St., Boston.

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Baugh. F. H. Baugh. Box 682, Baltimore, Md.

Baumgartner. E. H. Baumgartner, 529 Monadnock Block, Chicago.

Bayer. Henry G. Bayer, 232 Greenwich St., N. Y.

Bd. trade. Board of Trade, 7 Whitehall Gardens, Gwydyr House, Whitehall, S. W. London

Beckett. Beckett Paper Co., 4th & Buckeye Sts., Hamilton, O.

Bell. C. E. Bell, 313 Equitable Bldg., Atlanta, Ga.

Bell (Lond). G. Bell & Sons, Ltd., 6 Portugal St., W. C., London.

Bellevue. Bellevue Pub. Co., 45 Devonshire St., Boston.

Bench. Bench and Bar Co., 27 Cedar St., N. Y.

Bender. M. Bender & Co., 109 State St., Albany, N. Y.

Benesch. A. B. H. Benesch Co., 115 Broadway, N. Y.

Bennet. H. L. Bennet, 14 Wall St., N. Y.

Bergstresser. J. L. Bergstresser, Union National Bank Bldg., Pittsburgh, [illegible]

Better roads. Better Roads Pub. Co., [illegible] E. 4th St., Dayton, O.

Bielefelds. J. Bielefelds, Freiburg (Baden), Germany

Birmingham. Ernest F. Birmingham, 232 W. 59th St., N. Y.

Bissell. J. G. Bissell Co., 73 Barclay St., N. Y.

Black. W. & C. Black, Inc., 4-6 Soho Sq., W. C., London

Blake. G. H. Blake, 136 Liberty St., N. Y.

Bliss. F. H. Bliss Pub. Co., Saginaw, Mich.

Blum. Blum's Commercial Map Pub. Co., 3 W. 29th St., N. Y.

Bobbs. Bobbs-Merrill Co., 18 E. Vermont St., Indianapolis, Ind.

Bookkeeper. Bookkeeper Pub. Co., Detroit, Mich.

Boorum. Boorum & Pease, Loose Leaf Book Co., 109 Leonard St., N. Y.

Boot & shoe. Boot & Shoe Recorder Pub. Co., 179 South St., Boston.

Bost. chamb. comm. Boston Chamber of Commerce, 177 Milk St., Boston.

Boston. Boston Book Co., 83-91 Francis St., Boston.

Bowker. R. R. Bowker Co., 241 W. 37th St., N. Y.

Bradbeer. W. W. Bradbeer, 165 N. Fulton Av., Mt. Vernon, N. Y.
Bradford. Bradford Press, 42 Maiden Lane, N. Y.
Bragdon. Bragdon, Lord & Nagle Co., 461 8th Av., N. Y.
Brains. Brains Pub. Co., Scranton, Pa.
Brentano. Brentano's, 225 5th Av., N. Y.
Bricka. G. W. Bricka, 114 E. 28th St., N. Y.
Broaker. F. Broaker, 71 W. 23d St., N. Y.
Brooklyn. Brooklyn League, 50 Court St., Brooklyn, N. Y.
Brown. Brown & Brown, Inc., 801 Lewis Bldg., Portland, Ore.
Brown, J. C., 59 Wall St., N. Y.
Browne. Browne & Howell Co., 1575-78 Transportation Bldg., Dearborn & Harrison St., Chicago
Bruce Pub. Co., 129 Michigan St., Milwaukee, Wis.
Bullinger. E. W. Bullinger, 53 Park Pl., N. Y.
Bur. of mun. research. Bureau of Municipal Research, 261 Broadway, N. Y.
Bur. rail. ec. Bureau of Railway Economics, 701 Munsey Bldg., Washington, D. C.
Burdick. Burdick & Allen, 118 Michigan St., Milwaukee, Wis.
Burroughs. Burroughs Adding Machine Co., 257 Burroughs Block, Detroit, Mich.
Burrows. Burrows Brothers, 633 Euclid Av., Cleveland, O.
Bus. res. Business Research Pub. Co., Continental & Commercial Bank Bldg., Chicago.
Bus. serv. Business Service Corporation, 135 Fort Ave., Detroit, Mich.
Bus. tr. corp. Business Training Corporation, 185 Madison Av., N. Y.
Business. Business Man's Pub. Co., Journal Bldg., Detroit, Mich.
Business Book Bureau, 13 Astor Pl., N. Y.
Butler. Butler Bros., 495 Broadway, N. Y.
Butterworth. Butterworth & Co., 4-6 Bell Yard, Temple Bar, W. C., London.
Byrne, J. 1333 F. St., N. W., Washington, D. C.
Byxbee. Byxbee Pub. Co., Tyler, Texas.

Callaghan. Callaghan & Co., 401-9 E. Ohio St., Chicago.
Cambridge. Cambridge Encyclopedia Co., 938 St. Nicholas Av., N. Y.
Canada. Census and statistics office, Dept. of trade and commerce, Ottawa, Canada
Canada. Dept. of Marine & Fisheries. Ottawa, Canada.
Canadian Manufacturers' Assoc., Trades Bank Bldg., Toronto, Canada.
Carey. T. J. Carey & Co., 143 W. 96th St., N. Y.
Carlisle. A. Carlisle & Co., 251 Bush St., San Francisco, Calif.
Carnegie. Carnegie Endowment for International Peace, 407 W. 117th St., N. Y.
Carnegie Institution, 16th & P St., Washington, D. C.
Carnell & Hoit, Albany, N. Y.
Carney. W. A. Carney, 1465 Spring St., Los Angeles, Calif.
Caspar. C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
Cassier. Louis Cassier Co., Ltd., 33 Bedford St., Strand, London, E. C.
Caverly. R. B. Caverly, 102 Pearl St., Hartford, Conn.
Cement. Cement Era, 538 S. Clark St., Chicago.
Census. Canada Census and Statistics Office, Dept. of Trade and Commerce, Ottawa, Canada.
Central. Central Law Journal Co., 420 Market St., St. Louis, Mo.
Central national. Central National Bank, 5th & Chestnut Sts., Phila.
Century. Century Co., 353 4th Av., N. Y.
Chamb. com. Chamber of Commerce of the U. S., Riggs Bldg., Washington, D. C.
Chapman. Chapman & Hall, Ltd., 11 Henrietta St., Covent Garden, W. C., London.
Chapman, C. 282 Manhattan Av., N. Y.
Charities. Charities Publication Committee, 105 E. 22nd St., N. Y.
Charity Organization Society, 105 E. 22nd St., N. Y.
Chatto. Chatto & Windus, 111 St Martin's Lane, W. C., London.
Chesman. Nelson Chesman & Co., 200 5th Av., N. Y.
Chicago. Chicago Banker, 407 Monadnock Block, Chicago.
Chicago Com. Chicago Commercial Pub. Co., P. O. box 575, Chicago.
Chicago Daily News, 15 N. 5th Av., Chicago.
Chief. Chief Pub. Co., 5 Beekman St., N. Y.
Chief div. pub. Dept. of Commerce. Chief of division of publications, Dept. of Commerce, Washington, D. C.
Chronicle. Chronicle Co., 80 Wall St., N. Y.
Cincinnati, N. O., and Texas-Pacific Ry., Ingall's Bldg., 4th & Vine Sts., Cincinnati, O.
City Club of Chicago, 315 Plymouth Court, Chicago.

City Managers' Assoc., O. E. Carr, Secretary, 558 5th St., Niagara Falls, N. Y.
Civic. Civic Press, 87 Nassau St., N. Y.
Clark, M. C. Myron C. Clark Pub. Co., 608 S. Dearborn St., Chicago.
Cleveland. Cleveland Foundation Survey Committee, 612 St. Clair Av., N. E., Cleveland, O.
Cleveland Cooperative Employment Bureau for Girls, 612 St. Clair Av., N. E., Cleveland, O.
Clipping. Clipping Bureau Press, 68 Devonshire St., Boston.
Col. univ. Columbia University Press, 116th St. near Amsterdam Av., N. Y.
Col. univ. bk. store. Columbia University Press Book Store, 2960 Broadway, N. Y.
Collier. P. F. Collier & Son, 416 W. 13th St., N. Y.
Colorado Public Utilities Commission, 3d floor, State Capitol, Denver, Col.
Com. west. Commercial West Co., 409 Globe Bldg., Minneapolis, Minn.
Commerce. Commerce Pub. Co., 505 Arch St., Phila.
Commercial. Commercial Pub. Co., 1123 Broadway, N. Y.
Commercial Club of Chicago, Secretary, Alfred Cowles, 140 W. Van Buren St., Chicago.
Commoner. Commoner Pub. Co., P. O. box 555, Pittsburgh, Pa.
Commonwealth Club of California, 153 Kearny St., San Francisco, Calif.
Comstock. Comstock Pub. Co., Cornell Heights, Ithaca, N. Y.
Comstock, W. T. William T. Comstock, 23 Warren St., N. Y.
Conkey. W. B. Conkey Co., 140 Dearborn St., Chicago.
Consolidated. Consolidated Pub. Co., 9th & Olive St., St. Louis, Mo.
Constable. T. & A. Constable, University Press, 11-15 Thistle St., Edinburgh, Scotland.
Copp. Copp, Clark Co., Ltd., 495-517 Wellington St., W., Toronto, Canada.
Corp. man. co. Corporation Manual Co., 36 Nassau St., N. Y.
Corporations. Corporations Organization, 111 Broadway, N. Y.
Correct eng. Correct English Pub. Co., Evanston, Ill.
Courtright. W. H. Courtright Pub. Co., 210 Empire Bldg., Denver, Col.
Craigen. G. J. Craigen, 470 E. 29th St., Brooklyn, N. Y.
Cram. G. F. Cram, 109 N. Market St., Chicago.
Crawford. Crawford Pub. Co., 537 S. Dearborn St., Chicago.
Credit. Credit Co., 130 Fulton St., N. Y.
Cree. Cree Pub. Co., 509 Harvester Bldg., Chicago.
Crowell. T. Y. Crowell Co., 426-28 W. Broadway, N. Y.
Csesznak. Steven Csesznak, Inc. 30 Church St. N. Y.
Cumulative. Cumulative Digest Corporation, 241 W. 37th St., N. Y.
Curlander. M. Curlander, 26 S. Gay St., Baltimore, Md.
Curtis Pub. Co. Independence Sq., Phila.

Dana. William B. Dana Co., 138 Front St., N. Y.
Dartmouth. Dartmouth College, Hanover, N. H.
Dartnell. G. Dartnell, Box 287, Chicago.
Davison. Davison Pub. Co., 407 Broadway, N. Y.
Dean. M. B. Dean, 20 Broad St., N. Y.
Dean & Sons. Dean & Sons, Ltd., 160a Fleet St., E. C., London.
Dem. pr. co. Democrat Printing Co., 114 S. Carroll St., Madison, Wis.
Devin. Devin-Adair Co., 437 5th Av., N. Y.
De Vinne. De Vinne Press, 395 Lafayette St., N. Y.
Directory. Directory Pub. Co., 15 Farrington Av., London, E. C.
Directory of Directors Co., 14 Wall St. N. Y.
Dockham. Dockham Pub. Co., 6 Beacon St., Boston
Dodd. Dodd, Mead & Co., 445 4th Av., N. Y.
Dodge. Dodge Pub. Co., 214-20 E. 23rd St., N. Y.
Dodsworth. Alfred D. Dodsworth, 32 Broadway, N Y.
Donohue. M. A. Donohue & Co., 701 S. Dearborn St., Chicago.
Doran. George H. Doran Co., 38 W. 32nd St., N. Y.
Doubleday. Doubleday, Page & Co., Garden City, N. Y.
Dow. Dow, Jones & Co., 44 Broad St., N. Y.
Drake. Frederick J. Drake & Co., 1006 S. Michigan Blvd., Chicago.
Dry Goods. Dry Goods Reporter, 215 S. Market St., Chicago.

Drygoodsman, 1627 Washington Av., St. Louis, Mo.
Duckworth. Duckworth & Co., 3 Henrietta St., Covent Garden, W. C., London.
Duffield. Duffield & Co., 211 W. 53rd St., N. Y.
Dun. R. G. Dun & Co., 290 Broadway, N. Y.
Dutton. E. P. Dutton & Co., 681 5th Av., N. Y.

Eagland. Eagland & Co., Ltd., 165 Strand, London, E. C.
Eagle. Brooklyn Daily Eagle, Eagle Bldg., Brooklyn, N. Y.
Eastern papers. Eastern Papers Ltd., 79 Gracechurch St., London, E. C.
Eastman. Eastman College, 28 Washington St., Poughkeepsie, N. Y.
Ed. and pub. Editor and Publisher Co., Suite 1117, New York World Bldg., 63 Park Row, N. Y.
Eddis. W. C. Eddis, 608 Continental bldg., Toronto, Canada
Efficiency. Efficiency Co., 327 S. La Salle St., Chicago.
Efficiency Society, Inc., 29 W. 39th St., N. Y.
Enc. brit. Encyclopaedia Britannica Co., Ltd., 125 High Holborn, London, W. C.
Eng. news. Engineering News, sold to McGraw-Hill Book Co.
Engineering. Engineering Magazine, 140-42 Nassau St., N. Y.
Engineers & architects assoc. Engineers & Architects Assoc. of Southern California, City Engineer's Office, Los Angeles, Calif.

Erickson. H. Erickson. 1717 Madison St., Madison, Wis.
Estes. Dana, Estes & Co., 212 Summer St., Boston.
Evans. Charles Evans, 1413 Pratt Av., Rogers Park, Chicago.
Exp. enc. Exporters' Encyclopaedia Co., 80 Broad St., N. Y.
Export man. Export Manufacturers of the U. S., Inc., 17 Battery Pl., N. Y.
Eyre. Eyre & Spottiswoode, Ltd., East Harding St., E. C., London.
Fairchild. Fairchild Pub. Co., 822-24 Broadway, N. Y.
Farnsworth. B. B. Farnsworth, 215 W. 23rd St., N. Y.
Faust. C. A. Faust, 1024 N. Robey St., Chicago.
Fed. reserve bd. Federal Reserve Board, Washington, D. C.
Fed. trade. Federal Trade Service Corporation, 418 S. Market St., Chicago.
Federal Trade Commission, Washington, D. C.
Felter. Carroll Felter & Co., 74 Broadway, N. Y.
Fenno. R. F. Fenno & Co., 18 E. 17th St., N. Y.
Fidelity. Fidelity & Casualty of New York, 92 Liberty St., N. Y.
Financial. Financial Press, 124 Front St., N. Y.
Financial Calendar Co., 25 W. Broadway, N. Y.
Financial Reform Pub. Co., Elizabeth, N. J.
Fisher. E. D. Fisher, Rock Island, Ill.
Fishing Masters' Assoc., Inc., Atlantic Av., cor. Commerce St., Boston.
Fitch. Francis Emory Fitch, Inc., 47 Broad St., N. Y.
Fitch pub. Fitch Pub. Co., Inc., 47 Broad St., N. Y.
Flitcraft. A. J. Flitcraft, 609 Maple Ave., Oak Park, Ill.
Flood. T. H. Flood, 214 W. Madison St., Chicago.
Flora. Flora Book Co., Box 1214, Dallas, Texas.
Fogerty. Fogerty's Jewelry Directory, 1 Maiden Lane, N. Y.
Food. Food Trade Pub. Co., 116 Nassau St., N. Y.
Forbes. Forbes & Co., 443 S. Dearborn St., Chicago.
Forbes, B. C., 120 Broadway, N. Y.
Foreign exchange pub. Foreign Exchange Pub. Co., 29 W. Monroe St., Chicago.
Frandon. Frandon Co., 304 Caxton Bldg., Cleveland, O.
Freight. Freight, The Shippers Form, Inc., 154 Nassau St., N. Y.
Frowde. Henry Frowde, Oxford Press Warehouse, Falcon Sq., London, E. C.
Funk. Funk & Wagnalls Co., 354 4th Av., N. Y.

Gardner. Gardner Printing Co., Caxton Bldg., Cleveland, O.
Gas. Gas Age, 52 Vanderbilt Av., N. Y.
Gee. Gee & Co., Ltd., 34 Moorgate St., London, E. C.
Getzler. Getzler Transportation Rates, Inc., Getzler Bldg., Macedon, N. Y.
Gibb. Gibb Brothers & Moran, 45 Rose St., N. Y.

Gibson. Gibson Publishing Co., 29 Broadway, N. Y.
Gibson Bros, 1312 I St., Washington, D. C.
Gibson Co. David Gibson Co., Caxton Bldg., Cleveland, O.
Ginn. Ginn & Co., 29 Beacon St., Boston.
Gloeckner, Leipzic, Germany
Goddard J. W. Goddard & Sons, 94 Bleecker St., N. Y.
Good. H. Good & Son, Ltd, 12 Moorgate St., E. C., London.
Goodenow. Goodenow Printing Co., 402-408 John St., Utica, N. Y.
Goodwin. J. H. Goodwin, 1547 Broadway, N. Y.
Goodyear. Goodyear-Marshall Pub. Co., Mullin Bldg., Cedar Rapids, Ia.
Grafton. Grafton & Co., 8 Coptic St, Bloomsbury, London, W. C.
Grant. Robert Grant & Co. Calle Cangallo 542, Buenos Aires, Argentina
Graydon. Samuel Graydon, 201 E. 12th St., N. Y.
Gregg. Gregg Pub. Co., 6 N. Michigan Av., Chicago.
Gregory. Wm. R. Gregory Co., Woolworth Bldg., N. Y.
Guenther. Guenther Pub. Co., 29 Broadway, N. Y.
Gurley. W. & L. E. Gurley, 514 Fulton St., Troy, N. Y.

Haberdasher. Haberdasher Co., 112 E. 19th St., N. Y.
Hachette. Hachette & Co., 18 King William St., Charing Cross, London.
Hall, Henry Hall, 52 Broadway, N. Y.
Halpern. D. Halpern Co., N. Y.
Hannis. Hannis Jordan Co., 32 Union Sq., N. Y.
Harper. Harper & Brothers, 325 Pearl St., N. Y.
Harper-Adams. Harper-Adams & Co., Omaha, Neb.
Harvard. Harvard University Press, 2 University Hall, Cambridge, Mass.
Hat. Hat Trade Pub. Co., 1182 Broadway, N. Y.
Hawkins. G. H. E. Hawkins, Lock Box 423, Chicago.
Hawthorne, J., 334 5th Av., N. Y.
Haynes. D. O. Haynes & Co., 3 Park Pl., N. Y.
Hazell. Hazell, Watson & Viney, Ltd, 52 Longacre, W. C., London.
Heath. D. C Heath & Co., 50 Beacon St., Boston.
Hendricks. Samuel E. Hendricks Co., 2 W. 13th St., N. Y.
Henley. Norman W. Henley Pub. Co., 132 Nassau St., N. Y.
Hess. H. M. Hess, 125 Munroe St., Chicago.
High School Teachers' Assoc., Secretary, F. Roche, Washington Irving High School, N. Y.
Hill. Hill's National Theatrical Directory, Inc., 701 7th Ave., N. Y.
Hill pub. Hill Pub. Co., Inc., 10th Av. & 30th St., N. Y.
Hine's. C. C. Hine's Sons Co., 100 William St, N. Y.
Holt. Henry Holt & Co., 34 W. 33rd St., N. Y.
Hooke. F. Howard Hooke, 2 Rector St., N. Y.
Houghton. Houghton, Mifflin Co., 4 Park St., Boston.
Hubbell. Hubbell Pub. Co., 120 Broadway, N. Y.
Huebsch. B. W. Huebsch, 225 5th Av., N. Y.
Huff. Huff Paper Co., Denckla Bldg., 11th & Market Sts., Phila.
Hughes. H. B. Hughes, 808 Drexel Bldg., Phila.
Hurtt. J. M. Hurtt, Pomona, Calif.

I. B. A. A. Investment Banker's Assoc. of America, 111 W. Monroe St., Chicago.
India. India Rubber World, 25 W. 45th St., N. Y.
Inland printer. Inland Printer Co, 624-632 Sherman St, Chicago
Ins. press. Insurance Press, 80 Maiden Lane, N. Y.
Insurance. Insurance Field Co., 322 W. Green St., Louisville, Ky.
Insurance Institute of Hartford, Assistant Secretary, Howard P. Dunham, 650 Main St, Hartford, Conn.
Insurance Library Assoc., 141 Milk St., Boston.
Insurance Society of N. Y., 84 William St., N. Y.
Int. International Rubber Congress, Exhibition Offices, 75 Chancery Lane, London, W. C.
Int. cable International Cable Directory Co, 24 Stone St., N. Y.
Int. exch. International Exchange. P. O. box 177, Chicago.
Int. rev. pub. Internal Revenue Pub. Co., 17 S. Gay St, Baltimore, Md.

Inter. news co. International News Co., 83 Duane St., N. Y.
Intern. accountants. International Accountants' Society, 135 Fort St., Detroit, Mich.
International. International Textbook Co., Scranton, Pa.
Investors. Investors' League of N. J., State Chamber of Commerce, Clinton Bldg., Newark, N. J.
Iron. Iron Age, 239 W. 39th St., N. Y.
Irving. Irving Pub. Co., 119 E. 31st St., N. Y.
Irving National Bank, 237 Broadway, N. Y.

Jackson. J. M. Jackson Directory & Pub. Co., Navajo Bldg., Kansas City, Mo.
Jacobs. G. W. Jacobs & Co., 1628 Chestnut St., Phila.
Jacobsen. Jacobsen Publishing Co., 136 West Lake St., Chicago.
Jeweler. Jewelers' Circular Pub. Co., 11 John St., N. Y.
Jobson. Jobson Printing Co., 647 W. Hill St., Louisville, Ky.
Johns Hopkins. Johns Hopkins University Press, McCoy Hall, Baltimore, Md.
Johnson. B. F. Johnson Pub. Co., 10 S. 11th St., Richmond, Va.
Johnston. Robert R. Johnston, 42 W. 39th St., N. Y.
Johnston exp. Johnston Export Pub. Co., 17 Battery Pl., N. Y.
Joseph. Joseph & Sefton, 32 Broadway, N. Y.
Judd. Orange Judd Co., 315 4th Av., N. Y.

Keefe-Davidson. Keefe-Davidson Law Book Co., 350 Cedar St., St. Paul, Minn.
Keller. Richard H. Keller, Box 335, N. Y.
Kelly. Kelly's Directories, Ltd., 182 High Holborn, London, W. C.
Kempter. James Kempter Printing Co., 119 Liberty St., N. Y.
Kennerley. Mitchell Kennerley, 32 W. 58th St., N. Y.
Kerr. Charles H. Kerr & Co., 341 E. Ohio St., Chicago.
Ketcham. E. A. Ketcham, 222 N. Charter St. Madison, Wis.
Keystone. Keystone Consolidated Pub. Co., Inc., 304 Pennsylvania Av., Pittsburgh, Pa.
Kimble. E. S. Kimble, 1632 Taylor St., San Francisco, Calif.
King. P. S. King & Son, 2-4 Great Smith St., London.
Knox. J. S. Knox, Knox School of Salesmanship, 793 E. 88th St., N. E., Cleveland, O.
Kohl. Kohl Technical Pub. Co., 233 Broadway, N. Y.

Lambert. Lambert Pub. Co., 1133 Broadway, N. Y.
Lane. John Lane Co., 116-20 W. 32nd St., N. Y.
LaSalle. LaSalle Extension University, 2550 So. Michigan Av., Chicago.
Lawyers. Lawyers' Co-operative Pub. Co., 130 N. 5th Av., Chicago.
Lee. Lee-McLachlan Co., Danbury, Conn.
Lemcke. Lemcke & Buechner, 30-32 W. 27th St., N. Y.
Levey. Levey Brothers & Co., State House Sq., Indianapolis, Ind.
Lewis. Lewis Pub. Co., 826 8th Av., N. Y.
Liebèr. Liebèr Code Co., 25 Park Pl., N. Y.
Lippincott. J. B. Lippincott, East Washington Sq., Phila.
Little. Little, Brown & Co., 34 Beacon St., Boston.
Lloyd's, 71 Fenchurch St., London
Lockwood. Lockwood Trade Journal Co., 150 Nassau St., N. Y.
London Public Library, Queens Av. and Wellington St., London, Ontario, Canada.
Longmans. Longmans, Green & Co., 443-49 4th Av., N. Y.
Lord. Lord & Thomas Pub. House, 5 S. Wabash Av., Chicago.
Lothrop. Lothrop, Lee & Shepard Co., 93 Federal St., Boston
Lott. E. S. Lott, 141 Broadway, N. Y.
Lovell. Lovell & Son, 23 St. Nicholas St., Montreal, Quebec, Canada.
Lowman. Lowman & Hanford Co., 616-20 1st Av., Seattle, Wash.
Loyola. Loyola University Press, 1076 West 12th St., Chicago.
Lynch. Henry Lynch, Foulks & Co., 61 Watling St., E. C., London.
Lyons. Lyons & Carnahan, 623 S. Wabash Av., Chicago.

McBride. R. M. McBride & Co., 31 E. 17th St., N. Y.
McCain. C. C. McCain, 143 Liberty St., N. Y.
McClurg. A. C. McClurg & Co., 330-52 E. Ohio St., Chicago.
McCorquodale. McCorquodale & Co., Ltd., Cardington St., Hampstead Road, London, N. W.

Macdonald. William Macdonald & Co. Directory Press, London Road, Edinburgh, Scotland.

McGraw. McGraw-Hill Book Co., 239 W. 39th St., N. Y.

McIntosh. R. J. McIntosh Co., Second National Bank Bldg., Toledo, O.

McMaster. McMaster Co., 69 Wall St., N. Y.

Macmillan. Macmillan Co., 66 5th Av., N. Y.

MacRae. MacRae's Blue Book Co., 80 E. Jackson Boulevard, Chicago.

Mag. of Wall St. Magazine of Wall St., 42 Broadway, N. Y.

Mail. Mail Order News Corporation, 144 Water St., Newburgh, N. Y.

Mail order. Mail Order Journal Co., 64 Randolph St., Chicago.

Malkan. H. Malkan, 42 Broadway, N. Y.

Manhattan. Manhattan Press, 203 Broadway, N. Y.

Mantz. Isadore P. Mantz, Oklahoma City, Okla.

Manual. Manual of Statistics Co., 56 Pine St., N. Y.

Manual arts. Manual Arts Press, 105 Fourth St., Peoria, Ill.

Manufacturers. Manufacturers Record Pub. Co., Water & Commerce Sts., Baltimore, Md.

Manufacturing. Manufacturing Jeweler, 42 Weybrosset St., Providence, R. I.

Marine news. N. Y. Marine News Co., 80 Broad St., N. Y.

Marks. William D. Marks, 623 Park Row Bldg., N. Y.

Marquis. A. N. Marquis & Co., 440 S. Dearborn St., Chicago.

Marsh. B. C. Marsh, 320 Broadway, N. Y.

Martens. R. Martens & Co., 24 State St., N. Y.

Martindale. Martindale's American Law Directory, Woolworth Bldg., N. Y.

Md cas co. Maryland Casualty Co., Maryland Casualty Bldg., Baltimore, Md.

Mead. Nathaniel W. Mead, Tobacco World, 236 Chestnut St., Phila.

Mendoza. Mendoza Book Co., 17 Ann St., N. Y.

Merchants. Merchants Record Co., 154 Nassau St., N. Y.

Merchants' helps. Merchants' Helps Pub. Co., Delhi, N. Y.

Metal. Metal Industry Pub. Co., 99 John St., N. Y.

Methuen. Methuen & Co., Ltd., 36 Essex St., Strand, W. C., London

Meyer. Oswald Meyer, 3607 Boulevard, Jersey City, N. J.

Michie. Michie Co., Market & 7th St. N. E., Charlottesville, Va.

Midland. Midland Pub. Co., 800 Pine St., St. Louis, Mo.

Miller. Joseph Dana Miller, 150 Nassau St., N. Y.

Millinery. Millinery Trade Pub. Co., 1182 Broadway, N. Y.

Millwork Cost Information Bureau, 11 S. LaSalle St., Chicago, Ill.

Minnesota Cost System Co., 115 Washington Av., N., Minneapolis, Minn.

Missouri. Missouri Printing & Pub. Co., Mexico, Mo.

Mitchell. C. Mitchell & Co., 1 & 2 Snow Hill, Holborn Viaduct, London, E. C.

Mod. methods. Modern Methods Pub. Co., 39 R. & B. Bldg., Hastings & Monroe av., Detroit, Mich.

Modern. Modern Mercantile Pub. Co., Bucyrus, O.

Modern Miller Co., 3rd & Pine Sts., St. Louis, Mo.

Moffat. Moffat, Yard & Co., 116-20 W. 32nd St., N. Y.

Moody. Moody Magazine & Book Co., 35 Nassau St., N. Y.

Moody man. Moody Manual Co., 31 Broadway, N. Y.

Moody's Investor Service, 35 Nassau St., N. Y.

Morang. Morang & Co., Ltd., 145 Wellington St., W., Toronto, Canada.

Morris. Morris-Pierce Co., 140 Liberty St., N. Y.

Motion. Motion Picture Trade Directory Co., 105 W. 40th St., N. Y.

Moving Picture World, 17 Madison Av., N. Y.

Mun. jour. Municipal Journal & Engineer, Inc., 50 Union Sq., N. Y.

Municipal. Municipal Engineering Co., 1 Broadway, N. Y.

Munn. Munn & Co., 233 Broadway, N. Y.

Munroe. Munroe & Southworth, 1322 S. Wabash Av., Chicago.

Munson. Munson Steamship Line, 82-92 Beaver St., N. Y.

Murray. John Murray, 50a Albermarle St., W., London.

Music. Music Trade Indicator, 20 E. Jackson Boulevard, Chicago.

Music trades. Music Trades Co., 505 5th Av., N. Y.

Nat. assoc. credit. Nat. Assoc. of Credit Men, 41 Park Row, N. Y.

Nat. assoc. manf. Nat. Assoc. of Manufacturers of the U. S. of A., 30 Church St., N. Y.

Nat. Assoc. of Life Underwriters, 56 Pine St., N. Y.

Nat. assoc. corp. sch. Nat. Assoc. of Corporation Schools, 124 W. 42nd St., N. Y.

Nat. Automobile Chamber of Commerce, Inc., 7 E. 42nd St., N. Y.

Nat. Board. Nat. Board of Fire Underwriters, 135 William St., N. Y.

Nat. canners. Nat. Canners Assoc., 1739 H St., N. E., Washington, D. C.

Nat. Cash Register Co., Dayton, O.

Nat. cit. league. Nat. Citizens League for the Promotion of a Sound Banking System, 223 W. Jackson Boulevard, Chicago.

Nat. city bank. Nat. City Bank of N. Y., 55 Wall St., N. Y.

Nat. Civic Federation, 1 Madison Av., N. Y.

Nat. Conference of Commissions on Uniform State Laws, William H. Staake, President, 648 City Hall, Phila.

Nat. Conference on Marketing & Farm Credits, Washington Bldg., Madison, Wis.

Nat. conference on vocational guidance, Benj. Gruenberg, Secy., Commercial High School, Brooklyn, N. Y.

Nat. Convention of Insurance Commissioners, F. H. McMaster, Secretary-Treasurer, Palmetto Nat. Bank Bldg., Columbia, S. Carolina.

Nat. fire prot. assoc. Nat. Fire Protection Assoc., F. H. Wentworth, Secretary, 87 Milk St., Boston.

Nat. 5, 10 & 25 cent. Nat. 5, 10 & 25 Cent Magazine, Inc., 117 E. 24th St., N. Y.

Nat. for. tr. Nat. Foreign Trade Council, India House, Hanover Sq., N. Y.

Nat. lith. Nat. Lithographer Pub. Co., 150 Nassau St., N. Y.

Nat. man. co. Nat. manufacturers' co., 30 Church St., N. Y.

Nat. mun. league. Nat. Municipal League, North American Bldg., Phila.

Nat. real estate. Nat. Real Estate Journal, 407 Grant St., Pittsburgh, Pa.

Nat. ry. Nat. Railway Publication Co., 75 Church St., N. Y.

Nat. Society for the Promotion of Industrial Education, 20 W. 44th St., N. Y.

Nat. tax assoc., 15 Dey St., N. Y.

Neale. Neale Pub. Co., 431 11th St., Washington, D. C.

N. J. law. N. J. Law Journal Pub. Co., 181 North Av., Plainfield, N. J.

N. Y. bd. tax comm. N. Y. State Board of Tax Commissioners, Albany, N. Y.

N. Y. City. Department of Finance, Municipal Bldg., N. Y.

N. Y. even. N. Y. Evening Post, 20 Vesey St., N. Y.

N. Y. inst. N. Y. Institute of Mercantile Training, 36-38 W. 37th St., N. Y.

N. Y. news. N. Y. News Bureau Assoc., 26 Beaver St., N. Y.

N. Y. sales. N. Y. Sales Service Co., 109 Broad St., N. Y.

N. Y. State Commission to Investigate Port Conditions, Albany, N. Y.

N. Y. State Department of Labor, Albany, N. Y.

N. Y. state lib. N. Y. State Library, Albany, N. Y.

N. Y. stock exch. N. Y. Stock Exchange, 13 Wall St., N. Y.

N. Y. univ. N. Y. University, School of Commerce, Washington Sq., N. Y.

Newark, N. J., Department of Weights & Measures, City Hall, Newark, N. J.

Newnes. George Newnes, Ltd., 8-11 Southampton St., Strand, W. C., London.

Newson. Newson & Co., 73 5th Av., N. Y.

Nichols. T. P. Nichols & Sons, 113 Market St, Lynn, Mass.

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Norman. Norman, Remington Co., 308 N. Charles St., Baltimore, Md.

Novelty. Novelty News Laboratory of Business Economics, 9 S. Clinton St., Chicago.

Oakwood. Oakwood Co., 38 N. Beacon St., Boston.

Off. app. Office Appliance Co., 805 Plymouth Bldg., Chicago.

Official. Official Hotel Red Book & Directory Co., 103 Park Av., N. Y.

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Oil. Oil, Paint & Drug Reporter, 100 William St., N. Y.

Oliphant. James H. Oliphant & Co., 61 Broadway, N. Y.

Oliver. D. Oliver, 606 Michigan Boulevard, Chicago.

Optometrist. Optometrist & Optician, 81 E. Madison St., Chicago

Ord. unit. Order of United Commercial Travelers of America, 638 N. Park St., Columbus, O.

Oswald. Oswald Pub. Co., 25 City Hall Pl., N. Y.

Oxford. Oxford University Press, 35 W. 32nd St., N. Y.

Pacific Coast Assoc. of Port Authorities, San Francisco, Cal.

Packer (The), Packer Bldg., Kansas City, Mo.

Palmer. A. N. Palmer Co., 30 Irving Pl., N. Y.

Pan. Amer. Pan American Union, 17th St. and B St., N. W., Washington, D. C.

Pan American Financial Conference, Pan American Bldg., Washington, D. C.

Panama. Panama Canal Record, Balboa Heights, C. Z.

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World's. World's Hotel Blue Book, Ltd., 6314 Chancery Lane, W. C., London.

Wymond. Wymond & Clark, Rand-McNally Bldg., Chicago.

Yale. Yale University Press, 209 Elm St., New Haven, Conn.

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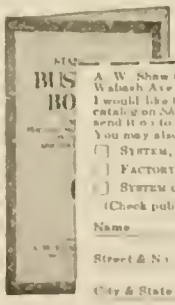

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